Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL
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Front cover photograph

Visits by PPL sales managers to their territories are used to monitor perfume trends as well as to promote new business. On his recent Central American tour Mr. R. D. Chaplin examined products in a street market in San Salvador. Proprietary Perfumes Ltd., of Ashford, Kent, exports three-quarters of its production of perfumery compounds and has gained the Queen's Award for Export Achievement again this year.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

All dates before October 21, 1970 refer to articles in the *Board of Trade Journal*

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	28 April 1971
Air miss report (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	24 Mar. 1971
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	10 Mar. 1971
UK balance of payments (Q)	10 Mar. 1971
Bankruptcy orders (Q)	This week
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	28 April 1971
Industry's capital expenditure (Q)	21 April 1971
Catering trades turnover (M)	28 April 1971
Chemicals industry (Q)	17 Feb. 1971
Companies:	
Acquisitions and mergers (Q)	10 Feb. 1971
New companies registered:	
Gt. Britain (M)	21 April 1971
N. Ireland (M)	28 April 1971
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	28 April 1971
International trade credit (A)	14 April 1971
ECGD business (Q)	3 Mar. 1971
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Deliveries and orders (M)	28 April 1971
Film industry:	
British Film Fund Agency returns (M)	14 April 1971
Cinema admissions and takings (M)	17 Mar. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	10 Mar. 1971
Footwear industry orders and deliveries (M)	14 April 1971
Foreign trade:	
EFTA trade (Q)	17 Mar. 1971
Industrial countries trade and production (Q)	10 Feb. 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	14 April 1971
Value of overseas trade (M)	21 April 1971
Value of overseas trade: analysis of trends (Q)	3 Mar. 1971
Gold and convertible currency reserves (M)	14 April 1971
Hairdressing trades turnover (M)	28 April 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	28 April 1971
Industrial building (Q)	28 April 1971
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Wales index (Q)	31 May 1971
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Industry's investment intentions (3 times a year)	20 Jan. 1971
Investment and earnings overseas (A)	7 April 1971
Laundries and dry cleaners turnover (M)	28 April 1971
Machine tools deliveries and orders (Q)	24 Feb. 1971
Man-made fibres:	
Analysis of production (A)	17 Feb. 1971
Analysis of production (Q)	17 Feb. 1971
Deliveries (Q)	17 Feb. 1971
Production (M)	28 April 1971
Volume of production (M)	28 April 1971
Motor industry:	
Car and commercial vehicle production (M)	31 Mar. 1971
Motor trades turnover (M)	28 April 1971
Office development permits (Q)	10 Mar. 1971
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	28 April 1971
Retail trades:	
Index nos. (M)	28 April 1971
N. Ireland index (M)	24 Mar. 1971
Royalty transactions (A)	31 Mar. 1971
Shipping:	
Movement at UK ports (M)	7 April 1971
Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	28 April 1971
Industry's stocks (Q)	21 April 1971
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Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	31 Mar. 1971
Cotton production (M)	21 April 1971
Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	This week
Wool exports (Q)	25 Nov. 1970
Wool output (M)	21 April 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	14 April 1971
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	21 April 1971

Department of Trade and Industry Organizations, etc.

Subjects	*Last Published*
Business Monitor titles	31 Mar. 1971
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
British Commercial representatives overseas	7 April 1971
Customs notices of interest to exporters	21 April 1971
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	14 April 1971
Index – Oct.-Dec. 1970	17 Feb. 1971
Official receivers offices	20 May 1970
Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	28 April 1971

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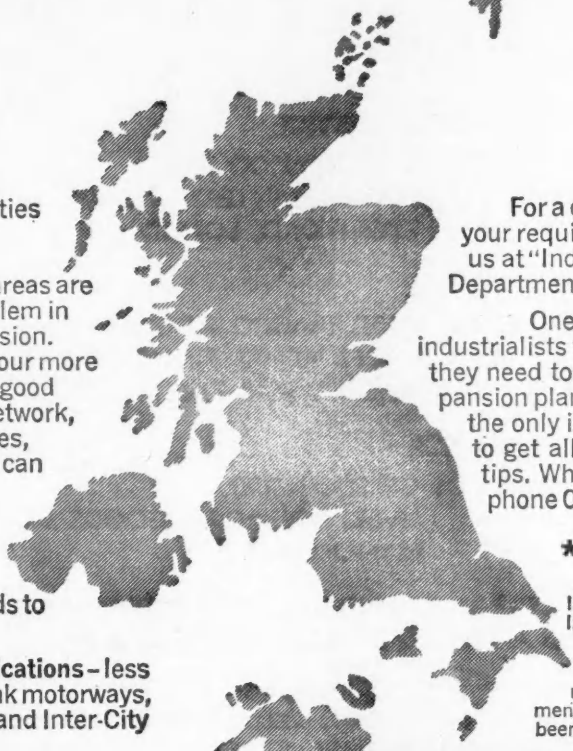

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BRITAIN AND THE EEC—1

Britain's application for EEC membership: progress of the negotiations

This is perhaps a good time to take stock of the position reached in the negotiations for the United Kingdom's entry into the Common Market since their formal opening in Luxembourg last Summer. At present, the stage is dominated by three principal issues: our contribution to the Community's budget, the question of imports of sugar from developing Commonwealth countries, access for dairy products from New Zealand.

However, the negotiations have not simply been a question of finding solutions to these problems. Many other subjects have been discussed in the past ten months and it is wrong to think that because these crucial issues are still outstanding, no other progress has been made.

This article will try to draw together some of the important agreements that have been reached in the negotiations outside the agricultural sector, and to indicate some of the groundwork that has been carried out without making the headlines.

In an article such as this only a brief indication can be given of subjects that have been tackled. Where possible references will be given to sources of more detailed information such as earlier 'Trade and Industry' features or statements in Parliament.

Later articles in this series will take a closer look at different areas of Community policy and their implications for British industry now and in the event of our membership of the European Communities.

The 'Common Market'

MANY PEOPLE THINK of the EEC primarily as a Customs Union. France, Germany, Italy and the Benelux countries did indeed set up a 'Common Market': a single trading bloc with no internal tariff barriers and a common external tariff for imports from non-members. But we must not forget that the Treaty of Rome instituted a European *Economic Community* which is intended to pave the way for a great deal else besides the creation of a simple Customs Union. We must also remember the other Treaty of Rome, which established the European Atomic Energy Community (EURATOM) and the Treaty of Paris, setting up the European Coal and Steel Community, the forerunner of the EEC.

The United Kingdom is applying to join all three European Communities and the ECSC and Euratom have also been the subject of negotiations in Brussels. These two Communities will be discussed in the third article in this series.

It is true however that the implications of the enlargement of the 'Common Market' for its and the candidates' trade with the rest of the world have inevitably been the major subjects for negotiation.

As a member of this customs union the United Kingdom would, over a transitional period, have to remove tariffs against its fellow members and apply the Common External Tariff to imports from non-members (except of course where special arrangements existed between the enlarged Community and third countries). That this would have to be done was accepted from the outset, but a good deal of discussion was necessary about just how and when these moves would take place.(1)

Provisional agreement has been reached on a five year transitional period for the phased abolition of tariffs on industrial goods traded between the four candidate countries and the Six countries of the EEC, and for our adoption of the CET. The table below illustrates how these provisional arrangements would work out if the United Kingdom joined the Community on January 1, 1973. It can be seen that after three years 80 per cent of the tariffs on intra-Community trade in industrial goods would have been removed.

	Abolition of tariffs between the Six and Candidates	Adoption of CET by Candidates
April 1, 1973	20%	—
January 1, 1974	20%	40%
January 1, 1975	20%	20%
January 1, 1976	20%	20%
January 1, 1977	20%	20%

In addition to the tariff timetable, a number of technical questions have been discussed relating to the free movement of goods. There are also a few items where the simple adoption of the Common External Tariff could result in serious disadvantages for United Kingdom industry. The Community has always recognized that access to duty free raw materials not available in the Six might be desirable for its industry and the Community has established a number of duty free quotas for certain products.

After an analysis of the supply and demand situation for each item, discussions are continuing in Brussels between the candidate countries and the existing Member States about the tariff treatment to be accorded in the enlarged Community to a limited number of raw materials of importance to United Kingdom industry, and considerable progress has been made.(2)

The enlarged community and the Commonwealth

When the Community was formed some of its members, notably France, Belgium and the Netherlands, had traditional trading links with their former colonies, particularly in Africa. These historic ties, far from being severed by the creation of the EEC, were consolidated on a Community basis by new relationships involving both trade and aid under the Yaounde Convention.(3)

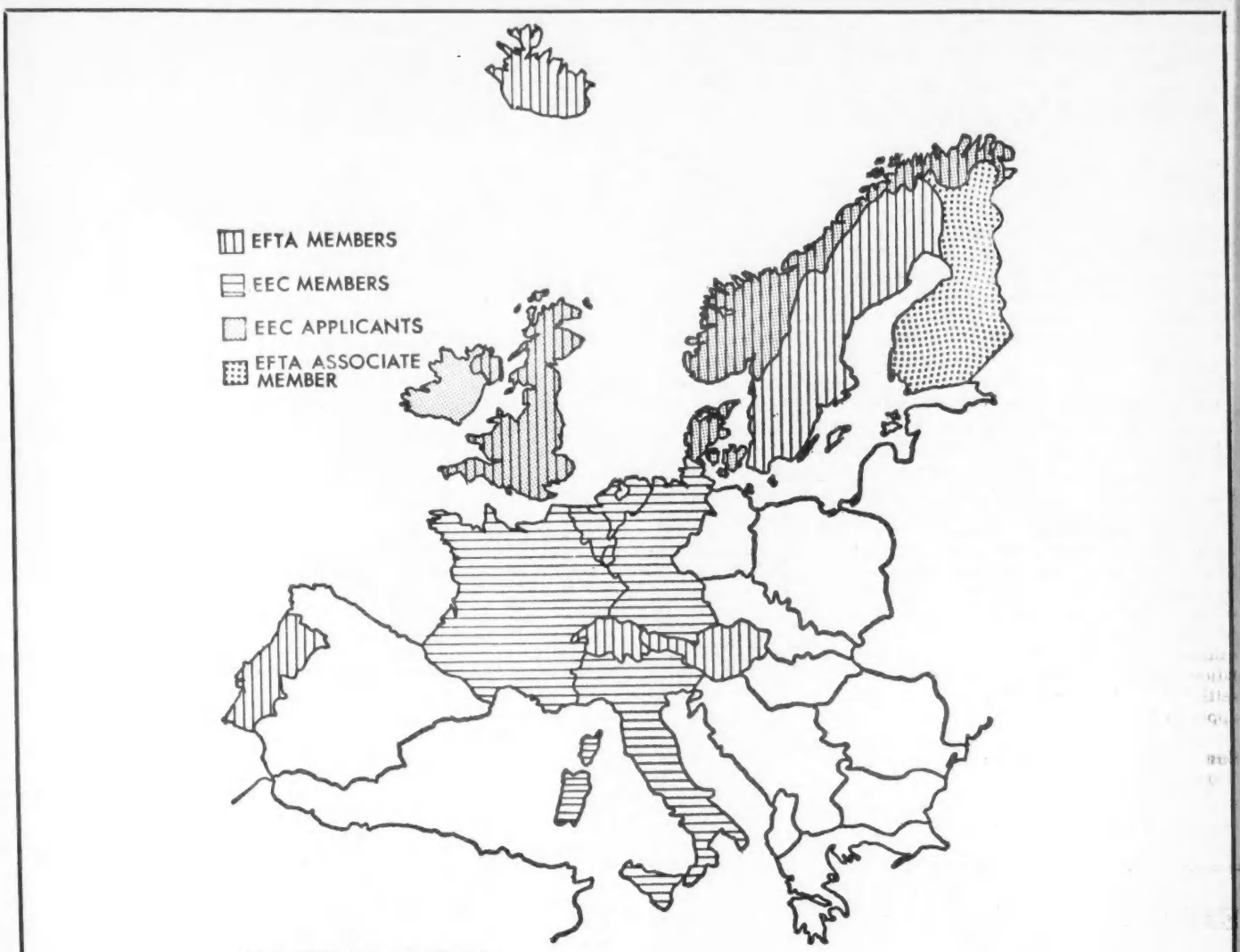
The United Kingdom has, of course, a wide and long-standing network of special trading relationships with her Commonwealth partners. Consequently, the question of the relationships between Commonwealth countries and the enlarged Community has received considerable attention in Brussels.

The major problems of imports into the United Kingdom of sugar from developing Commonwealth countries and dairy products from New Zealand have been well covered in the press. The Community has recognized that special treatment for these commodities is necessary but has not yet replied to our specific proposals. There are, however, other issues arising from the existence of the Commonwealth which have been carefully examined and on which useful progress has been made in the context of the negotiations.

In Africa alone there are twelve Commonwealth nations (Gambia, Ghana, Nigeria, Sierra Leone, Kenya, Tanzania, Uganda, Zambia, Botswana, Lesotho and Swaziland), to whom the Community has offered a choice of various special arrangements. The choice includes Association along the lines of the present Yaounde Convention. African countries who take up this alternative of full association would subscribe to the renewed Yaounde Convention which will come into force in 1975. Meanwhile no change would be made either by the Community or the United Kingdom in the tariff treatment of imports from all these countries.

(*Continued on next page*)

BRITAIN AND THE ECC, *continued*



THE EUROPEAN SCENE

For the UK Dependent Territories (including the West Indies Associated States but not Gibraltar and Hong Kong) the Community have confirmed that Association under Part IV of the Treaty of Rome is appropriate. If Britain enters the Community, this would mean similar benefits to those enjoyed by Yaounde associates. For Gibraltar, as a European territory, the Community have agreed that the special provisions of the Treaty of Rome should apply. Another Dependent Territory, Hong Kong[4], posed particular problems in view of her developing status combined with a high level of industrialization. The Six have agreed that Hong Kong should be included in the EEC's offer under the UNCTAD Generalized Preference Scheme described in an earlier article.[5]

In the case of the Asian Commonwealth, the Six have agreed that, after enlargement the Community will examine with them any problems arising in the field of trade with a view to finding suitable solutions. They have said that they will be guided by their desire to cement and expand these relations. These countries will, of course, continue to enjoy duty free access to the United Kingdom as a member of the Community for many of their important exports, either because the CET is nil on the products concerned or as a consequence of the EEC's Generalized Preference Scheme.

We have asked the Six to make available to Fiji, Mauritius and the independent Commonwealth countries of the Caribbean the same alternatives they have offered to Commonwealth African countries. Sugar is vitally important to many of their economies and the Community's decision on future arrangements for them is unlikely to be taken until agreement has been reached on arrangements for protecting their long-term sugar interests.

The Enlarged Community and EFTA

In Europe we are members of an important trading partnership, EFTA, within which virtually all industrial tariffs have been removed. Denmark and Norway are fellow candidates for membership of the Community. The other members of EFTA are for one reason or another not seeking full membership of the EEC, but all the non-candidate members of EFTA have been holding exploratory talks with the Commodity and it is generally recognized that it will be in nobody's interest to erect new tariff barriers in Europe.

It will be clear from this brief summary that considerable efforts

are being made to find ways of avoiding the creation of new barriers to European trade and of dealing with the problems of the developing members of the Commonwealth.

The Common Commercial Policy

The EEC's Common Commercial Policy goes beyond the maintenance of traditional links on a community basis between the Member States and their former colonies. Agreements have been signed with a number of European and Mediterranean countries such as Greece, Turkey and Spain, which provide for the progressive removal of tariffs and for other special trading arrangements. The United Kingdom will become party to these agreements and the details of our participation are now beginning to be worked out in Brussels.

A later article in this series will set out in more detail the different kinds of agreements the EEC has entered into with third countries as well as looking at the Community's broad commercial policy and the means by which it is implemented.[6]

Secondary Legislation

Apart from the familiar 'negotiating issues', discussions have been held on the detailed legislation required to implement the objectives of the Treaties, covering such topics as Competition[7], Transport[8], Free Movement of persons, services and capital, Right of Establishment, and Fiscal harmonization[9].

Whereas the Treaties set out broad objectives, it was left to the institutions of the Community[10] to formulate detailed policies and prepare legal instruments to give effect to them. This body of law deriving from the Treaties is known as the Community's Secondary Legislation. The range of topics they cover, the way in which they are passed and are adopted by Member States can appear confusing to anyone not familiar with the detailed work of the Communities. We shall try to make the position clearer in a later article devoted to Secondary Legislation. As an integral part of the negotiations, officials of the Community and the candidate countries have been examining the whole body of the Community's Secondary Legislation. Very few problems are likely to emerge which cannot be settled by a technical adaptation. In general, this legislation will apply to the United Kingdom within 3-6 months after accession.

Summary

We hope that this brief summary will have served to show how much progress has been made in the negotiations over a wide range of important subjects.

As new agreements are reached, they will be recorded in *Trade and Industry* but this series of articles will not be confined to reporting the results of the negotiations themselves. We shall be describing in greater detail individual aspects of the Community's work, since the ramifications of many of the Community's activities will increasingly affect British industry. Whether or not we succeed in our application, the Community is bound to remain one of our most important trading partners.

References

(1) PR Dec 23, Feb 10
(2) PR Mar 24
(3) PR Dec 23, Feb 10; CT26
(4) PR Feb 10
(5) T & I Mar 24
(6) PR Nov 4, T & I July 1
(7) CT 35
(8) CBI brief
(9) Green Paper Cmnd 4621 CT36
(10) Factsheet 2; CT32

PR = *Trade and Industry* Progress Reports
T & I = *Trade and Industry* Articles
F = Factsheets available from Post Offices
CT = Community Topics available from EEC Information Office

'Industrial statistics—a new look'—correction

IN THE ARTICLE 'Industrial Statistics – a new look' published in last week's issue, the third sentence from the end of the first paragraph of page 170 should read as follows:

'The object of these discussions is to help frame the questions so that they are as little trouble as posible for firms to complete, while yielding as much information as is needed.'

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

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Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

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WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Recording of exports

In reply to a question in the House of Commons on April 26, Mr. Michael Noble, Minister for Trade, said that new arrangements to ensure the full recording of exports would be introduced, and that these arrangements would be based on proposals which had been put forward on behalf of the business community by the Simplification of International Trade Procedures (SITPRO) Board. This article explains the need for and gives an outline of the new arrangements.

The need for improved systems of export recording

THE RE-EMERGENCE of the under-recording of exports, described in *Trade and Industry* of November 25, 1970, arose from the failure of some exporters and agents to deliver documents to Customs in accordance with their legal obligations. It has been estimated that the shortfall of documents has resulted in the value of exports being understated to the extent of about 2 per cent, or around £150 million a year. There has been no indication of any improvement in recording, and it remains essential to eliminate this deficiency.

Consultations

Following the Secretary of State's announcement in the House of Commons on November 16, 1970 consultations have taken place between representatives of trade and industry, Customs and the Department of Trade and Industry, on methods of improving the accuracy of export statistics. These consultations indicated that a system of complete pre-entry could create some difficulties and could give rise to additional costs to those engaged in handling exports, and appreciating the importance of reliable export figures the SITPRO Board brought together proposals from the business community for an alternative scheme. The Government has accepted that a system based on these proposals would provide statistics of the necessary degree of accuracy and allow exporters generally to continue to give to Customs the necessary statistical details of exports after they had left the country. (Goods which are already required to be pre-entered for revenue or other (e.g. licensing) purposes would not be affected.)

The new arrangements

To introduce the new system additional legal provisions would be necessary and these are being proposed in this year's Finance Bill. The full details of the scheme have not yet been finalized.

Essentially, the scheme would require an exporter (or his agent) to obtain from Customs an identifying number which he may thereafter use on commercial documents for his exportations. When the exporter used his number he would be accepting the liability to deliver the necessary Customs entry. Without an identifying number a consignment would have to be pre-entered, i.e. statistical details would have to be given to Customs before shipment. Shipping companies and airlines would not be able to load a consignment without an identifying number or a copy of the pre-entry. Exporters using identifying numbers would be required to maintain records of export consignments satisfactory to the Customs.

The manifests provided to Customs by the shipping company or airline would include for each consignment the identifying number of the exporter or details of the pre-entry. Exporters using an identifying number would be allowed two weeks after the departure of the ship or aircraft to deliver the necessary Customs entry. This would be delivered in duplicate and Customs would stamp one copy and would return it to the exporter for retention as evidence that he has discharged his liability. The scheme would also provide for the control and documentation of the goods exported in containers, road and rail vehicles or on consolidation.

The information made available to Customs under new arrangements would enable them to check from manifests that all exports have been recorded in the Trade Statistics and to identify readily an exporter who had not delivered the entry for any particular consignment which had been exported. An exporter would be able to prove that he had delivered the entry by producing the Customs stamped copy.

Action by customs

Customs would in due course issue the necessary guidance to export interests and invite applications for identifying numbers. Where desirable Customs officers would visit applicants to ensure that satisfactory records are kept: existing records would normally suffice.

The present comprehensive checks on manifests described in *Trade and Industry* of November 25, 1970 will be maintained until the new arrangements become operative in the autumn.

SITPRO welcomes new export recording arrangements

THE SITPRO Board announced on April 26 that they welcomed the Government's announcement on the full recording of exports based upon proposals which they had put forward for dealing with this problem. The announcement continued: 'The close working relationship between the representatives of the Department of Trade and Industry, HM Customs and Excise and the varied commercial, financial and industrial interests concerned has undoubtedly contributed to this satisfactory solution.'

HOOVER AT HOME TO BELGIAN DEALERS

A group of Hoover Ltd.'s dealers in Belgium recently visited London as the guests of the company. They are seen at the company's export headquarters at Hayes, where they were greeted by the continental executive, Richard G. Tatschner (left). Pierre Huylebroeck, general manager of Hoover (Belgium) is seen fourth from the right of the picture. Hoover exports from the United Kingdom to Belgium were 44 per cent higher in 1970 than in the previous year.

Sir John Eden on Britain's entry into EEC

FEW PEOPLE in Britain are firmly opposed to joining the European Economic Community but many are now naturally wary after so long a period of uncertainty, said Sir John Eden, Minister for Industry, on April 29. Sir John was speaking at 'Europe Day' at the Hanover Trade Fair, a conference organized by the Federation of German Industries, attended by EEC ministers.

Sir John said there were two aspects about the importance of the terms of entry. 'The first is economic; the second psychological,' he said. 'It has been argued that the precise terms of entry are relatively insignificant when compared with the great opportunity which is within our grasp. In a sense this is true. But it is also essential that the terms of entry do not impose such a strain on the British economy in the early stages as to make it impossible for us to give a full response to the stimulus of entry. This too is a point which the Confederation of British Industries have stressed in their letter to me. The increase in economic growth which we expect to result from our membership will take time to make itself felt; it follows that our financial contribution in the transitional period must also be allowed to build up gradually. Similarly our move to the Common Agricultural Policy and particularly our harmonization with Community food prices must not be so fast as to provoke a sudden rise in living costs. It would clearly be unacceptable if, after having fought so hard against inflationary pressures at home the terms for our entry to the Community were to result in excessive industrial costs, thus directly impairing our ability to compete.

'The second aspect, psychological, is no less vital. There are many people in Britain who harbour serious doubts about the advantages of our joining the EEC. Even though, as I and my colleagues believe to be the case, those who are firmly opposed to our entry may be few, many are naturally wary after so long a period of uncertainty and the failure of our two previous approaches. We must be able to show that entry is at last open to us on fair and reasonable terms, and that the Six are ready genuinely to welcome us in. Then we feel confident that opinion will move in favour of our joining. In this connection, the treatment of Commonwealth countries is a particularly sensitive issue: hence the importance of reaching satisfactory solutions to the problems of New Zealand dairy produce and Commonwealth sugar, and the whole question of the developing countries in the Commonwealth.'

Sir John said it was impossible for an individual nation-state of the size of Britain to stand alone and achieve self-sufficiency in industry. Membership of the EEC would provide our firms with a much bigger 'home market'. A large home market also allowed for greater specialization whether between firms or in the organization of production resources within large firms. The removal of tariff barriers would help combat inflation.

If Britain's industry was inefficient and slow to respond to the challenge, our economy could be dominated by companies from the other member states. 'This argument implies a lack of confidence in British industry which we reject,' said Sir John. 'I am sure our firms would be just as ready as were yours to meet the challenge and seize the opportunities of membership. This is certainly the view of industry itself'.

Vehicle and General Insurance Company

MR. EDWARD HEATH, the Prime Minister, made the following statement in Parliament on April 27.

'As the House will be aware, my right hon. and learned Friend the Attorney-General received this morning a final report from the Metropolitan Police of their investigation into the unauthorized disclosure of information from the Department of Trade and Industry in respect of the affairs of the company.

'After consideration of all the evidence at present available and after consultation with the Deputy Director of Public Prosecutions and Treasury Prosecuting Counsel, the Attorney-General has decided not to institute any criminal proceedings under Section 2 of the Official Secrets Act, 1911.

'This decision having been taken, the Government have concluded that it would be in the public interest that a tribunal should be established under the Tribunals of Inquiry (Evidence) Act, 1921, to inquire into wider issues in relation to the circumstances leading up to the cessation of trading by the V. & G. Insurance Company, namely:

(a) Whether and if so by whom the contents of certain documents or other information in the possession of the Department of Trade and Industry relating to the affairs of the company or any of its subsidiaries were improperly disclosed or obtained between November 4 and 18, 1970, and whether, should this be shown to be the case, any use was made of such information for the purpose of private advantage.

(b) Whether there was negligence or misconduct by persons in the service of the Crown directly or indirectly responsible for the discharge, in relation to those companies, of functions under the Insurance Companies Acts,1958-67.

(c) Whether there is any evidence that the interests of policy holders or shareholders of those companies were adversely affected as a result of any impropierty, negligence or misconduct found to have occurred.

'The necessary Resolution for this purpose will be tabled today; and the House will be asked to approve it tomorrow.'

The Prime Minister put the following motion on April 28:

That it is expedient that a Tribunal be established for inquiring into a definite matter of urgent public importance, that is to say, the following issues in relation to the circumstances leading up to the cessation of trading by the Vehicle and General Insurance Company Limited—

(*a*) whether, and if so by whom, the contents of certain documents or other information in the possession of the Department of Trade and Industry relating to the affairs of the company or any of its subsidiaries were improperly disclosed or obtained between 4th and 18th November, 1970, and whether, should this be shown to be the case, any use was made of such information for the purpose of private advantage;

(*b*) whether there was negligence or misconduct by persons in the service of the Crown directly or indirectly responsible for the discharge, in relation to those companies, of functions under the Insurance Companies Acts, 1958-67;

(*c*) whether there is any evidence that the interests of policy holders or shareholders of those companies were adversely affected as a result of any impropriety, negligence or misconduct found to have occurred.

Tribunal of Inquiry appointed

THE SECRETARY OF STATE for the Home Department, Mr. Reginald Maudling, made the following statement in the House of Commons on April 29.

'With permission, Mr. Speaker, I should like to make a short statement, following the passage by both Houses of Parliament of Resolutions to set up a Tribunal to inquire into certain matters related to the Vehicle and General Insurance Company.

'I have now appointed the Tribunal and I am informing the House of its composition at the earliest opportunity.

'The House will be glad to know that Mr. Justice James has consented to act as chairman, and that Mr. Michael Kerr, QC, and Mr. Sydney Templeman, QC, have consented to serve as members of the Tribunal.'

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

Foulness to be site of Third London Airport

THE FOLLOWING statement was made in Parliament by Mr. John Davies, Secretary of State for Trade and Industry, announcing the Governments decision on the siting of the third London airport on April 26.

'With permission, I should like to make a statement. The Government has considered with great care the Roskill Commission report, the views expressed in recent debates in both Houses of Parliament and the many representations made by a wide range of interests on the siting of the third London airport.

'The Government has now taken certain basic decisions about the need, timing and location of the airport.

'It is the Government's aim to encourage the development of aviation and to maintain Britain's share of civil aviation in the international field. The Government accepts the unanimous recommendation of the Commission that a third London airport will be needed and that the first runway should be operational by about 1980. It considers that additional airport capacity is required in the south-east not only to meet the inevitable increase in air traffic now foreseen but also to bring relief at the earliest practicable date to the noise and environmental problems created by the existing airports in the region. The Government endorses the Commission's assumption that there would then be no need to provide additional runways at other airports in the London area. An airport outside the region would not meet the need. It would involve unacceptable risks to defer the provision of a third airport on the basis of speculative technological developments such as STOL, or to plan on the assumption that future needs could be met by a site incapable of expansion over time to a full four-runway capacity.

'The Government has power to regulate the use of British Airports Authority's airports in the interests of the reduction of noise; I propose to consult airport owners immediately about the inclusion of provisions in the current Civil Aviation Bill to extend these powers in due course to other airports where noise is a serious problem.

'Secondly, the Government has weighed with care the economic arguments identified by the Commission which indicated an inland site, and the regional planning and environmental issues which the Commission also identified. As the Commission's report stressed, on environmental and planning grounds the Foulness site is the best, and the Government has concluded that these considerations are of paramount importance. In the Government's view, the irreversible damage that would be done to large tracts of countryside and to many settled communities by the creation of an airport at any of the three inland sites studied by the Commission is so great that it is worth paying the price involved in selecting Foulness. The Commission has clearly indicated that the Foulness site has its economic and environmental disadvantages.

'The Government is confident that an airport at Foulness will meet the needs of aviation despite the economic penalty involved. Speedy means of access and efficient operation can reduce this penalty, and the use of the new airport would be encouraged by stricter limits on movements at other airports. Such limits, which the new airport would make possible, would help to reduce noise at existing airports. It will be open to the British Airports Authority so to arrange charges between its airports as to stimulate traffic at Foulness. On these assumptions, which differ from those made by the Commission, the new airport can be excepted in time to make a proper return on capital invested there, though it may not become self-supporting as quickly as one at an inland site.

'A start will now be made on the planning of the new Airport at Foulness. We shall have particularly in mind the precise location of the runways in the light of all the relevant cost, operational, noise and environmental factors.

'Proposals have been made for a joint development at Foulness with participation by private capital involving as well a seaport and associated industrial development. The Government is examining the concepts involved. Meantime plans will be made for the Airport on a basis that will not rule out a seaport and associated development being fitted into the site if this proves desirable.

'The construction of the airport at Foulness will entail the early relocation of the Ministry of Defence Establishment at Shoeburyness. My Rt. Hon. and Learned Friend the Secretary of State for Wales has announced that the proposal before him to move the establishment to Pembrey will not be proceeded with. The Government is considering alternative arrangements and will shortly consult the local authorities and other bodies concerned.

'The Secretary of State for the Environment will now proceed to discuss urgently with the various authorities concerned the scale and location of the urban development which the airport will involve and the action needed to secure it. The planning of the necessary road and rail links will be put in hand. All this, with the airport, will present over the next decade a great opportunity for imaginative integrated development.

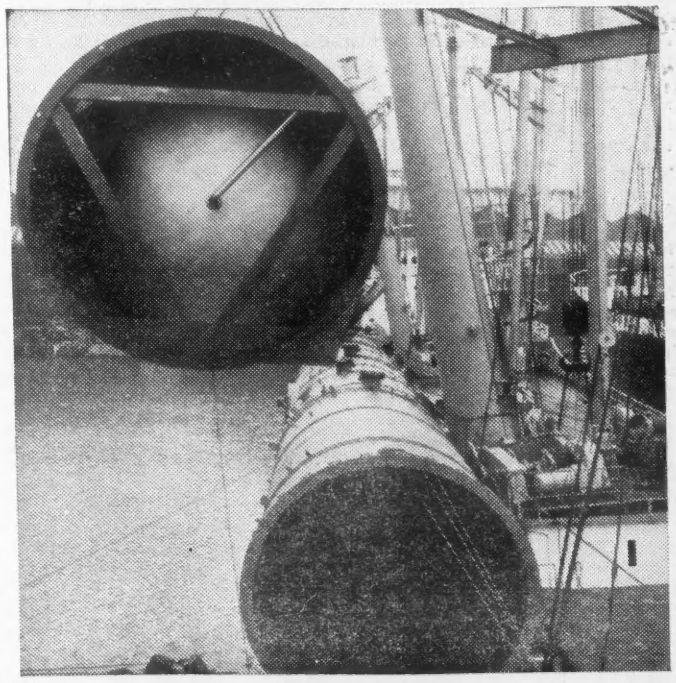
'These decisions, dealing as they do with the larger part of our air traffic, will provide a basis on which studies can be pursued to establish the desirable pattern of airport development in the rest of the country.'

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 *to* 5.30, *Mondays to Fridays* (**Tel.** 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

£23 MILLION FERTILIZER PLANT FOR QATAR



Two vessels ordered by The Power-Gas Corporation Ltd. for the £23 million fertilizer complex currently being built by Power-Gas for the Qatar Fertilizer Company at Umm Said, Qatar. The upper vessel, weighing 77 tons, was fabricated by Robert Jenkins & Co. Ltd. at Rotherham. The lower vessel, weighing 136 *tons, was fabricated by Cammell Laird & Co. (Shipbuilders & Engineers) Ltd. at their Birkenhead shipyard, from which both vessels were shipped.*

Mr. Davies' statement on steel policy

MR. JOHN DAVIES, Secretary of State for Trade and Industry in a statement on steel policy in the House of Commons on April 27, said:

'The House will wish to know of the stage reached in my review of the existing and future structure of the British Steel Corporation. This has been carried out in parallel with the review of nationalized industry activities more generally which is still continuing.

'After a most careful examination with the Corporation, the private sector of the industry, and other interests, we have decided, in view of the economies of scale of modern integrated steel works, to maintain within the Corporation the present responsibilities for bulk iron and steel making activities.

'The question of the future size of the industry is being considered within my current review of the Corporation's financial and development position. We shall continue to explore with the Corporation the scope for further progress towards greater efficiency and competitive discipline. This of course must be subject to the constraints of fair competition with the private sector and the need for a rapid improvement in the Corporation's financial position; it is also subject to the Government's overall policy for the economy.

'The nationalization of the industry created a number of anomalies on the boundary between the Corporation and the private sector and we intend to pursue with them the extent to which these can be remedied. The Corporation also has interests in a wide range of diversified and ancillary activities. Now that we have taken the main decision on bulk steel making we will have urgent consultations on the future status of these activities, and on the scope for introducing private capital. Furthermore, we would welcome any new private sector steelworks developments and in this connection it would not normally be my intention to use my statutory powers of approval in any restrictive way.

'The decision I have announced today will help to provide the industry with a greater sense of stability. I shall of course report back to the House when the further consultations I have referred to have been completed.'

Special report to be made on Cynheidre colliery accident

IN A WRITTEN PARLIAMENTARY ANSWER on April 28 Sir John Eden, Minister for Industry, announced that in pursuance of Section 121 of the Mines and Quarries Act 1954, the Secretary of State for Trade and Industry has directed Mr. J. S. Marshall, HM Divisional Inspector of Mines and Quarries for the South Western Division, to make a special report on the accident on April 6, 1971, at Cynheidre Colliery, Carmarthenshire, in which six men were killed and 25 men injured.

Note:

Mr. J. S. Marshall, BEng(Mining) is a Chartered Engineer and a Fellow of the Institution of Mining Engineers, and has been Divisional Inspector of Mines for the South Western Division since April 1970. He has been a member of the Inspectorate since 1950 and has served as a Senior District Inspector in the East Midlands, Yorkshire and Durham coalfields.

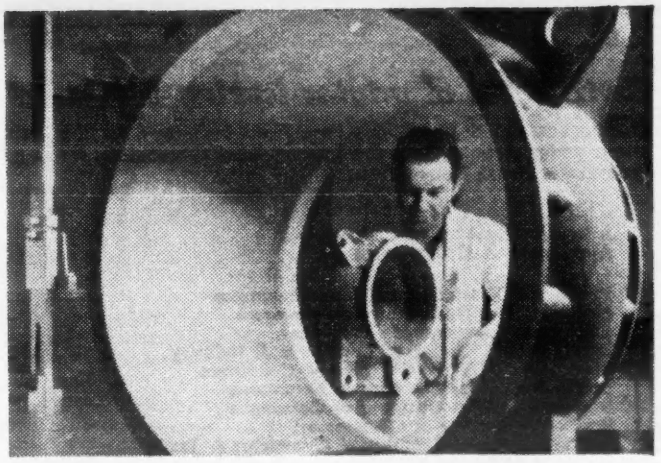
Cannock public inquiry: opencast coal working

THE SECRETARY of State for Trade and Industry has appointed Mr. I. Wyn-Pugh, to hold a public inquiry into two National Coal Board applications relating to the 547 acre Kingswood site about two miles south-east of Cannock, Staffordshire.

The NCB are applying for an authorization to work coal by opencast operations. They are also applying for an order temporarily suspending public rights of way over footpaths.

The land is immediately to the north of Watling Street (A5) between Long Lane and the NCB's Poplars Opencast Site. It includes part of the surface area of the closed Mid-Cannock Colliery.

The inquiry will be held at St. James' Church Hall, Church Road, Norton Canes, Cannock, beginning at 10.30 a.m. on May 25, 1971.



Using new foundry techniques and a fresh approach to sand casting, RKB Precision Products of Sandy, Bedfordshire, is giving designers throughout Europe a new freedom of design and application. The casting pictured here, part of a navigational aid in aluminium specially selected for marine work, is being produced to plus or minus .015 inches general casting tolerance, and from a hardwood pattern manufactured from the customer's drawings. Established only three years ago, the company has achieved a £500,000 annual turnover. With a staff of 100, RKB has 400 customers in the United Kingdom and is obtaining much work from the continent as part of a five-year expansion programme.

Deputy Prime Minister of Hungary visits United Kingdom

DR. MIKLOS AJTAI, a Deputy Prime Minister of Hungary, and Chairman of the Hungarian State Office of Technological Development, is currently visiting the United Kingdom (from May 2 to 8), as a guest of Her Majesty's Government. Whilst in London Dr. Ajtai will have meetings with Mr. John Davies, Secretary of State for Trade and Industry, to discuss the development of industrial and technological co-operation between Britain and Hungary. This field offers considerable scope for British industrial exporters to benefit from the planned expansion of Hungary's own industrial effort; useful initiatives have already resulted under the Anglo-Hungarian Technological Agreement of 1967 and the forthcoming talks with Dr. Ajtai will present an opportunity to identify further areas of possible industrial and technological co-operation between the two countries.

During his visit Dr. Ajtai, whose areas of interest also include political, economic and educational affairs, will call on Sir Alec Douglas-Home, Secretary of State for Foreign and Commonwealth Affairs and he will also have discussions in Oxford with Professor Sir Frederick Dainton, Chairman of the Council for Scientific Policy. Industrial visits have been arranged to ICI's chemical complex at Wilton and to ICL at Winsford.

Dr. Ajtai's social engagements will also provide him with an opportunity to meet a cross section of those concerned with industrial economic and educational matters. During his visit Dr. Ajtai will be accompanied by: Dr. J. Sebestyen, Managing director, State Office of Technical Development; Dr. B. Szalai, Deputy Minister of Foreign Trade; Professor G. Hajos, Director, State Office of Technical Development; Mr. H. Kovenc, Private Secretary.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2, 258 *Broad Street, Birmingham* 1; 109 *St. Mary St., Cardiff*; 50 *Fairfax St., Bristol* 1, 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

Certificates of origin: issuing bodies

THE FOLLOWING organizations have been designated by the United Kingdom Government for the purpose of issuing certificates of origin under Article 11 of the International Convention relating to the Simplification of Customs formalities 1923 and the European Free Trade Areas Convention:

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley & District Chamber of Commerce
Batley & Birstall Chamber of Commerce
Birkenhead Chamber of Commerce
Birmingham Chamber of Commerce & Industry
Blackburn & District Chamber of Commerce
Bolton & District Chamber of Commerce
Boston & District Chamber of Commerce
Bradford Chamber of Commerce
Brighton & Hove Chamber of Commerce & Trade
Bristol Chamber of Commerce & Shipping
Burnley & District Chamber of Commerce
Burton on Trent & South Derbyshire Chamber of Commerce
Bury & District Chamber of Commerce

Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
*Chester & North Wales Chamber of Commerce
*Chesterfield Chamber of Commerce
Colchester Chamber of Trade & Commerce
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby & Derbyshire Chamber of Commerce
Dewsbury Chamber of Commerce
Doncaster Chamber of Commerce
Dudley & District Chamber of Commerce
Dundee Chamber of Commerce

Edinburgh Chamber of Commerce & Manufacturers
Exeter & District Chamber of Commerce

Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce
Gloucester & County Chamber of Commerce
Goole Chamber of Commerce & Shipping
*Grantham Chamber of Commerce
Great Grimsby Chamber of Commerce & Shipping
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce & Manufacturers

Halifax & District Chamber of Commerce
Huddersfield & Spen Valley Chamber of Commerce
Hull Chamber of Commerce & Shipping

Ipswich Chamber of Commerce & Shipping
Isle of Man Chamber of Commerce (Douglas)
Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St. Helier)

Kendal and District Incorporated Chamber of Commerce
Kidderminster Chamber of Commerce (Birmingham)
Kirkcaldy & East Fife Chamber of Commerce

Lancaster, Morecombe & District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce
Leicester & County Chamber of Commerce and Industry
Leith Chamber of Commerce
Lincoln Chamber of Commerce
Liverpool Chamber of Commerce & Industry
London Chamber of Commerce
Lowestoft Chamber of Commerce
Luton, Dunstable & District Chamber of Commerce (Luton)

Manchester Chamber of Commerce
Medway Chamber of Commerce

Neath, Briton Ferry & District Chamber of Commerce (Neath)
Newark Chamber of Commerce
*Newhaven & District Chamber of Commerce
Newport & Monmouthshire Chamber of Commerce
North Lindsey Chamber of Commerce
North Staffordshire Chamber of Commerce and Industry
Northampton & County Chamber of Commerce
Northern Ireland Chamber of Commerce and Industry (Belfast)
Norwich Chamber of Commerce
Nottingham Chamber of Commerce

*Oldham & District Chamber of Commerce
Ossett Chamber of Commerce

Paisley Chamber of Commerce & Industry Ltd.
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade & Commerce
Poole, Bournemouth & District Chamber of Commerce (Bournemouth)
Port of Portsmouth Chamber of Commerce
Port Talbot Chamber of Commerce & Shipping
Preston & District Chamber of Commerce

Reading Chamber of Commerce & Trade
Rochdale & District Chamber of Commerce
Rotherham & District Chamber of Commerce
Rugby Chamber of Commerce
*Runcorn & District Chamber of Commerce

Sheffield Chamber of Commerce and Manufacturers Inc.
Slough Chamber of Commerce (Branch issuing office also at London Airport (Heathrow)
South of Scotland Chamber of Commerce (Hawick)
Southampton Chamber of Commerce
Stockport Chamber of Commerce
Swansea Chamber of Commerce Inc.

Teesside and District Chamber of Commerce
Royal Tunbridge Wells Chamber of Commerce
Tyne & Wear Chamber of Commerce (Newcastle upon Tyne)

Wakefield Chamber of Commerce & Shipping
Walsall Chamber of Commerce & Industry
Warrington Chamber of Commerce
Welwyn Garden City Chamber of Commerce
*Westbury Chamber of Commerce & Trade
City of Westminster Chamber of Commerce
*Widnes Chamber of Commerce
*Wigan & District Chamber of Commerce
Wolverhampton Chamber of Commerce and Industry
Worcester Chamber of Commerce

*Does NOT issue EFTA certificate of origin.

The list previously published in the *Board of Trade Journal* of October 7, 1970, is hereby cancelled.

Information for exporters

Exporters are informed that foreign Customs authorities may refuse certificates of origin other than those issued by organizations designated by the Department of Trade and Industry and listed above. Exporters are advised that difficulties may also arise over documents which do no more than authenticate the signature of the declarer (even if the signature of the declarer is later officially authenticated).

Refusal by foreign Customs authorities to accept certificates of origin or difficulties arising, for the reasons given above, are almost bound to lead to delay in delivery of the goods concerned, and may in certain circumstances lead to forfeiture of the goods, or the imposition of financial penalties, or both.

Chambers of Commerce seeking designation to issue certificates of origin universally acceptable to foreign Customs authorities under the provisions of international, or where applicable EFTA, Conventions should apply in the first instance to the Association of British Chambers of Commerce, 69 Queen Street, London, EC4N 1SN, as the ABCC acts as an advisory body to the Department of Trade and Industry on these matters.

British private investment in developing countries

A SCHEME for ensuring new direct investment from Britain against non-commercial risks of war, expropriation and restrictions on remittances is one of the features of a White Paper 'British Private Investment in Developing Countries' (Cmnd 4656, HMSO, 7½p) published on April 26. The scheme will apply to all overseas countries but is aimed at encouraging British investment primarily in developing countries. It will be administered by the Export Credits Guarantee Department and will be comparable with the schemes of other countries. The introduction of a British scheme will not alter the United Kingdom's generally favourable attitude towards a multilateral investment insurance agency of the kind currently being discussed by the International Bank for Reorganization and Development.

The scheme will apply to all forms of direct investment, whether in equity or loan form and whether made in the form of cash or of contributions of plant, patents, processes, etc. It will not cover portfolio investment. It will in principle cover investment in any country and in any industry, but ECGD will have discretion to refuse cover in particular cases.

The necessary enabling legislation will be introduced in the next session of Parliament, and it is hoped to have the scheme in operation early in the new year.

The White Paper also announces other measures. The Government intends to seek whenever possible to conclude bilateral agreements with developing countries for protection of new and existing investments.

The arrangement, applying to Commonwealth countries, under which a Unit J Kingdom investor need hold a minimum of only 10 per cent (instead of 25 per cent) of the voting rights in a local company in order to qualify for United Kingdom tax relief against underlying foreign tax will be extended to foreign countries.

Where possible, the provision of capital aid through recipient governments to local investment banks and development corporations for use in joint ventures with British private capital will be extended.

British firms will be provided with financial support for pre-investment studies on the lines of existing schemes in the United States and other countries.

Steps will be taken to publicize to private investors the readiness of the ODA to consider providing aid for necessary basic infrastructure projects associated with particular private investment plans where this is acceptable to the host government. Such aid would be provided on a normal government-to-government basis.

The White Paper states that, given the right conditions, private investment can benefit Britain and the host country at the same time. Developing countries benefit because private investment provides capital and technical, marketing and managerial skills. The Pearson Commission recognized these mutual benefits and stressed the importance of foreign private investment and of its role in development. The need for appropriate measures to stimulate such investment was also included in the International Development Strategy for the Second Development Decade adopted by the United Nations General Assembly in October 1970.

The role of private investment in complementing official aid was emphasized by the Prime Minister in his speech at the General Assembly in October when he pledged that Britain would do its best to reach by 1975 the UNCTAD 1 per cent of GNP target for financial flows to developing countries. For a country such as Britain in which private enterprise plays a major role in the economy it must be expected that a substantial part of these flows will be in the form of private investment. The Government have however already made clear their intention to increase the official aid programme by 50 per cent in gross cash terms over the next four years, and the percentage of GNP is expected to be higher in 1975 than it is at present.

No measures by Britain to stimulate private investment will however meet with success unless the developing countries themselves provide the conditions in which private investment can make its contribution to the achievement of economic growth. Both private capital and the management expertize that go with it are in short supply and there are many attractive opportunities for investment elsewhere.

Report on Nuclear Ship Study

PUBLICATION OF the Report on the Nuclear Ship Study was announced on April 30 by Sir John Eden Minister for Industry, Department of Trade and Industry, in a written Parliamentary answer.

He said: 'I am publishing today this report on the Nuclear Ship Study. It concludes that nuclear merchant ships will not become economically viable in the foreseeable future and that no Government support should be made available for a nuclear ship project. I accept these conclusions, but, as recommended in the Report, I will continue to keep the technical and economic aspects of the nuclear merchant ship under review in case there are any changes to its long-term prospects.'

Background notes

The report's conclusion that nuclear powered merchant ships will not become competitive with conventionally powered ships within the foreseeable future was reached after a comprehensive study on the probable costs and benefits of government support for a nuclear merchant ship project. The study was carried out during 1969 and early 1970 by a small Study Group of economists and engineers of the former Ministry of Technology, working under an interdepartmental Steering Committee.

In May 1970 the former Paymaster General announced the conclusions in the House of Commons.

The study was based on information from shipbuilders, shipowners, reactor manufacturers, and other specialists, as well as on comparisons of the operating costs of nuclear and conventionally powered container ships and tankers by specialist consultants.

These comparisons take account of potential improvements in the performance of nuclear reactors and conventional power units by the 1980s. Information was obtained from foreign as well as British sources. Comparisons of operating costs allowed for the use of fleets of ships, as well as single ship operations.

The study concluded that:

(a) The cost of transporting a standard container or a ton of oil during the early 1980s by a nuclear powered ship would be 24-40 per cent higher than by a conventionally powered ship.
(b) A subsidy of 30-50 per cent, equivalent to the cost of the reactor, would be required to make the freight costs of nuclear ships competitive if 120 nuclear ships were built.
(c) Government financial support for a nuclear ship project could not be recommended at the present time.

These conclusions resulted from calculations made on 1969 costs, with allowances for expected relative changes in different elements of the costs between 1969 and the early 1980s. There have been some major changes in costs since the study was completed a year ago and in particular, the price of oil fuel has risen more rapidly than the prices of nuclear fuel and the components of a nuclear ship. However, to some extent these increases in oil prices have been due to temporary factors and there is no reason at present to expect that the relative costs of nuclear and oil power will change permanently to the advantage of nuclear by the 1980s.

The recent trends in oil prices resulted from a sharp rise in world demand, a temporary shortage of tanker and refinery capacity, and increases in crude oil prices negotiated with the oil-producing countries. The availability of more tankers and refinery capacity should help to ease the situation after the next two or three years.

Even if in the 1980s the price of oil power relative to that of nuclear power had increased by 20 per cent (as could happen if the prices of nuclear fuel and reactors rose by the same amount as prices in general, but oil prices rose by 20 per cent more) then this would still leave a nuclear-powered ship 17 to 35 per cent more expensive, as a means of transport, than a conventionally-powered ship.

Ship owners are expected to want to see a significant reduction in costs before accepting a new means of propulsion. The conclusions of this study have not therefore been invalidated by the recent changes in relative prices.

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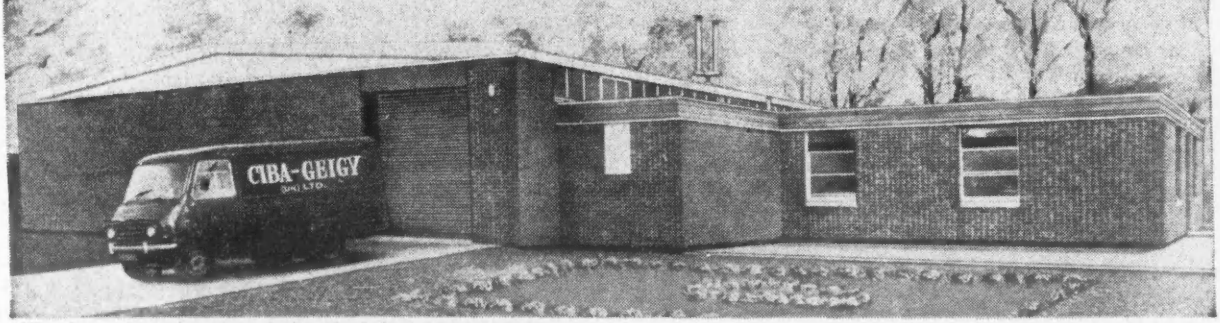
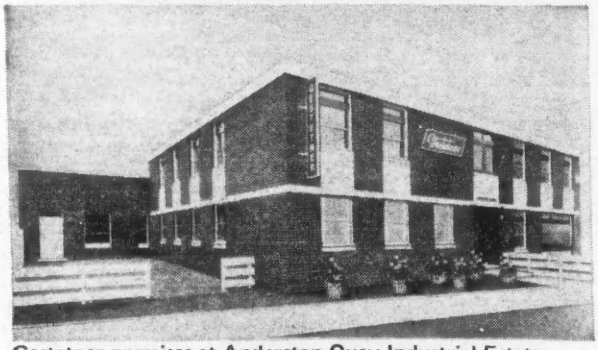


Ciba-Geigy (U.K.) Ltd. at Abbotsinch Industrial Estate.



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German firm to establish project in Abercarn

HERBERT ZIPPEL (UK) Ltd. of Brentford, Middx., are to build a new factory of 7,000 sq. ft. at Croespenmaen, near Newbridge, Mon., in the Special Development Area. Herbert Zippel (UK) Ltd. is a wholly-owned subsidiary of Herbert Zippel of Nuremberg, Germany, one of the largest manufacturers of automatic filing systems in Europe. The German company employs approximately 1,000 people at its Nuremberg headquarters and its four factories in Germany. The project at Croespenmaen will be its first overseas manufacturing unit and in connection with this development the company will be displaying their products at the Business Equipment Exhibition, which is to be held at the Angel Hotel, Cardiff, on Thursday, May 6.

Employment will be provided initially for about 30 people, half of whom will be men, but further expansion of the factory and of the labour force is expected as soon as the project is successfully established.

Eighty more jobs coming to Cumbernauld

SPECTRUM COLOUR Laboratories have announced that they intend to establish their new processing plant at Cumbernauld. The company will employ approximately 80 male and female workers and they will be operational by early June. Spectrum are concentrating on converting unskilled labour into technically trained workers and they are looking for adaptable people who will respond to a training programme adminstered by experienced technicians already employed by the company. They anticipate that training will take a minimum period of one year.

The company will be processing films for both amateur and professional photographers and their emphasis will be on quality. Each processing problem will be studied individually and where necessary free advice will be given to photographers on any complex photographic problem they may have.

The other aspect of their business which will be operated from Cumbernauld is a heat seal lamination process using a photographic technique of printing on to hard surfaces. The company will be producing specialized table mats, murals, table tops and other items to the firms own designs.

The company will be occupying a 4,000 sq. ft. factory in the Lenziemill Industrial Area.

Calibration of thermometers

A 48-PAGE booklet 'The Calibration of Thermometers', published on April 27, was written by the late C. R. Barber who until recently was the chief scientist concerned with Temperature at the National Physical Laboratory, Teddington. The booklet reflects more than 40 years experience by the author in the field of temperature measurement and is a successor to Notes on Applied Science No. 12 (HMSO 1958).

Subjects covered by the publication are the fixed points of the International Practical Temperature Scale of 1968, comparison methods of calibration, standard instruments, fixed points, techniques of calibration and the testing of instruments. Descriptions are given of equipment involved.

The term 'thermometer' covers a wide range of measuring instruments including platinum resistance thermometers, thermocouples, gas thermometers, mercury in glass thermometers and radiation pyrometers.

The publication, which includes a bibliography of some recently published papers in the field of temperature measurement, will be useful to all who are concerned with the measurement of temperature. It is available from HMSO, price 35p.

SMRE at the National Industrial Safety Trades Exhibition

EXHIBITS CONCERNED with the detection of dangerous atmospheres in mines are being shown by the Safety in Mines Research Establishment at the Industrial Safety Trades Exhibition, Ocean Hall, Scarborough, from May 5-7. Similar atmospheres are also found in industry and the home.

SMRE has made major advances in gas detection in recent years. The exhibits show instruments based on these advances:

Gas alarm – a gas alarm suitable for domestic or industrial use has been developed which combines simplicity and cheapness. The gas-sensing element in the alarm was first developed for use in methane-measuring equipment in mines. The alarm uses easily-available standard components, and can be plugged into the ordinary electricity supply. It is positioned above a gas appliance and a bell rings if the gas concentration in the region of the alarm approaches a dangerous level.

Detection of oxygen deficiency – Atmospheres containing insufficient oxygen to support life are sometimes found in such places as mines, tunnels, sewers and fuel tanks. A man who breathes such an atmosphere may become unconscious without becoming aware that he is in any danger. It is, therefore, important that he should have some device that will give him warning of the presence of an oxygen-deficient atmosphere. Two compact instruments designed by SMRE for this purpose will be on display.

Other gases – Some of SMRE's work in detecting other gases, including carbon monoxide, methane and water vapour will also be shown.

NEW FACTORY FOR CRAMLINGTON

Alderman Viscount Ridley (left), chairman of Northumberland County Council, and Mr. W. D. Dwyer, managing director, Burroughs Machines Ltd., are shown exchanging contracts recently when Burroughs announced they had chosen Cramlington, Northumberland as the site for a new £3 million printed circuit board factory. Scheduled for completion next year, the 75,000 sq. ft. factory will provide at least 300 jobs initially, equally divided between men and women, up to 15 per cent of which will be for university graduates.

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Visits by British overseas commercial representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
AUSTRALIA (Perth)	C. L. BLADEN Senior Commercial Officer	July	July 1961
CANADA (Regina)	J. R. Bolton, OBE Trade Commissioner	July/August	August 1969
CONGO (Kinshasa)	T. H. STEGGLE First Secretary (Commercial)	July/August	June 1970
GERMANY (Bonn)	J. M. HEATH Counsellor (Commercial)	August	July 1969
LEBANON (Beirut)	C. J. EDGERTON Second Secretary (Commercial)	June/July	June 1969
LIBYA (Tripoli)	L. E. WALKER Second Secretary (Commercial)	July	May 1970
SINGAPORE	J. J. CASELTON Second Secretary (Commercial)	July	October 1969
ZAMBIA (Lusaka)	C. E. DIGGINES Counsellor (Economic and Commercial)	July/August	July 1969

British firms and organizations, including those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and London (E., E.C., N. and W.C.), and the South Eastern Region and London (N.W., W., S.E. and S.W.), which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Department of Trade and Industry Regional Director stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page 445 of *Trade and Industry* of March 3, 1971). Those firms and organizations other than in the London-based Regions mentioned above, which would either prefer or would be prepared, if necessary to meet the officer for an interview in London should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London, EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

European components group orders reach £5½ million

THE BRITISH NATIONAL Export Council have announced that to date a total of £5½ million worth of export orders has been placed with British industry through the activities of BNEC's European Components Service. The value of inquiries is put at around £60 million.

These figures are given in the latest Annual Report of the Components Group. The Service was first established in 1966, and the Report gives the following growth table:

Value of Orders known to have been placed

	Total
April 1967	Nil
April 1968	£30,000
April 1969	£430,000
April 1970	£1.8 million
April 1971	£5.5 million

Most of these orders have resulted from personal visits by the ECS Marketing staff to assembly works on the Continent.

After successfully concentrating on the West German automotive, aerospace and earth moving industries, ECS is now taking on fresh markets in France, Italy, the Netherlands and Belgium. At the same time, the range of products covered is being extended to include component requirements in the electrical and electronic fields.

ECS is running an 18-month training course for young engineers on secondment from industry, whose career paths are directed towards overseas marketing. The present course finishes at the end of the year and nominations will shortly be invited for the next intake.

Mr. Cecil Machin, a director of Mullard Ltd., took over as chairman earlier this year from Mr. B. F. W. Scott, deputy chairman of Joseph Lucas (Industries) Ltd., who was founder chairman of the European Components Group.

New oil clearing equipment to be demonstrated

EQUIPMENT FOR the dispersal of oil in shallow water and harbours has been developed by the Department of Trade and Industry's Warren Spring Laboratory. This complements equipment – also developed at Warren Spring – for use in deeper water which has proved highly effective in dealing with major spills such as those from the Pacific Glory, Allegro and Panther incidents.

The new equipment, designed for easy mounting in small crafts suitable for work in shallow or restricted waters where tugs are unable to operate, will be demonstrated by the Department and the Laboratory tomorrow (May 6) on the Thames between Lambeth Palace and Westminster.

The new equipment, which can be used on shallow-draught boats, could be particularly useful to coastal authorities, and port and harbour undertakings, who maintain their own small rescue craft or who can easily hire small inshore craft. In addition, the equipment can be used, unmounted, for beach spraying.

Proposed pipeline from Kingsbury to Colwick

MR. JOHN DAVIES, Secretary of State, Department of Trade and Industry, has agreed that MMM Pipelines Ltd., may advertise a proposal to construct a petroleum products pipeline from Kingsbury Warwickshire to Colwick, Nottingham.

The pipeline will form an extension to the proposed pipeline from Milford Haven to Kingsbury, details of which were advertised during January 1971, and will make possible direct pipeline deliveries from the Milford Haven refineries to the existing oil storage depots at Colwick. The extension will be about 40 miles long.

The United Kingdom Oil Pipelines Ltd., Thames-Mersey pipeline system originally included a branch from the Birmingham area to Nottingham, but this has not been constructed. The MMM pipeline will follow basically the same route as was previously proposed by UKOP.

Advertising the proposal gives an opportunity for objections to be lodged and later to be heard, if necessary, at a public inquiry.

Official appointment

THE SECRETARY OF STATE for Trade and Industry has authorized the following appointment:

Councillor M. N. Arthur of Epsom to be a member of the South Eastern Gas Consultative Council.

Report on tribology

THE REPORT of the Department of Trade and Industry's Committee on Tribology for 1969 to 1970 will be published today (May 5). It is available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches, price 45p.

Consideration of mergers by the DTI

THE DEPARTMENT of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission (under the provisions of the Monopolies and Mergers Act, 1965) the proposed mergers between:

1. Whitbread and Co. Ltd. and Brickwoods Ltd.
2. English China Clays Ltd. and The Anchor China Clay Co. Ltd.

or the proposed association between:

3. Tenneco Inc and Albright and Wilson Ltd.

Company Tax Reserve Certificates

HM TREASURY announced in the *London Gazette* on April 23 that the rates of interest on Company Tax Reserve Certificates subscribed on or after April 26, 1971, will be 4½ per cent per annum on Certificates tendered in payment of tax, and 2½ per cent per annum on Certificates surrendered for repayment in cash. The Certificates are tax free.

The rates of interest on Company Tax Reserve Certificates subscribed before April 26, 1971, will remain unchanged.

The rate of interest on Personal Tax Reserve Certificates will remain unchanged at 4 per cent per annum. These Certificates are also tax free.

Technical information for exporters of cranes

THE TECHNICAL HELP to Exporters (THE) Service of the British Standards Institution has added two more Technical Digests to the series on cranes: No. 1510, Issue 1 'Cranes to Israel' and No. 1514, Issue 1 'Cranes to Italy'. Like other Digests in the series, they give the specifications, codes and other requirements for cranes in the countries concerned and indicate where they are enforced by regulations or compulsory approval. Each Digest contains a schedule of equipment with the specific requirements for each country. Information is given on statutory regulations and approval procedures applying. An appendix supplies the addresses of a number of organizations which are likely to be of use to the exporter.

Further inquiries about these Digests, or about the comprehensive export information services operated by THE should be directed to Technical Help to Exporters, BSI, Maylands Avenue, Hemel Hempstead, Herts (Tel. 0442 2341).

Supplementary arrangement for butter imports to United Kingdom

SINCE BUTTER is at present in short supply, the United Kingdom import quota arrangements for 1971/2 are being supplemented, as a temporary measure, by Open Individual Licensing. The annual quota arrangements, announced on March 17, will continue unchanged, but Open Individual Licences, valid in the first instance for butter imported before July 1, 1971, will be issued to existing butter importers or to others who require butter for sale or use within the United Kingdom and who can show that they have firm offers of supplies. Imports may be brought in under Open Individual Licences from any source (except Southern Rhodesia).

Applications for licences should be made on Form ILB/A to the Department of Trade and Industry, Import Licensing Branch, 54 Broadway, London, S.W.1. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, the applicant's name and the description of goods (Natural Butter) should be entered. Licence holders will be required to render returns to Import Licensing Branch not later than July 14 of imports made under their licences.

Holders of Open Individual Licences may also import butter during this period under the annual butter quota arrangements if they hold an appropriate licence. A Notice to Importers will not be issued on this occasion.

Background notes:

The total annual butter quota for 1971/2 is 420,000 tons.

The object of issuing Open Individual Licences is to give traders access to any supplies which may be available and which might not come forward under the normal quota arrangements.

The present global quota arrangements for near-butters and for ghee will continue unchanged.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available frlm these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 19.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.42	Magnesium carbonate, light, in powder form having an uncompacted density not greater than 0·35	Light magnesium carbonate	December 31, 1971	13551
29.04	2, 2, 4-Trimethylhexane 1, 6-diol	2, 2, 4-Trimethyl hexane diol	December 31, 1971	13590
29.25	(–) - 1 - Ethylcarbamoylethyl phenylcarbamate	Carbetamide	December 31, 1971	13594

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, APRIL 23

Imports of paper and newsprint

A Member inquired what tariff different grades of newspaper and magazine paper imported into the United Kingdom from Canada and Scandinavia would have to bear if the United Kingdom joined the European Economic Community; and whether the government would take steps to ensure that if the United Kingdom entered the EEC tariffs on paper coming from such of these countries as did not also enter The European Economic Community would be lowered. Mr. Michael Noble, Minister for Trade, replied that the current rates of duty published in the Common External Tariff were 7 per cent for newsprint and 12·8 per cent for paper for periodicals. However, the Community had established duty-free quota arrangements which permitted virtually all imports of newsprint to be made free of duty, and the Government were considering together how these arrangements might be adapted to the circumstances of an enlarged Community. He continued: 'We hope that the arrangements which Member States of EFTA are discussing with the Community will reflect, in this as in other sectors, the common desire to avoid re-erecting tariff barriers within Europe. Any modification of the Common Tariff would be a matter for the institutions of the enlarged Community.'

Imports of New Zealand agricultural produce

A request was made for details giving the amount of tons of New Zealand butter, cheese and lamb exported to Great Britain for the year ended June 30, 1970; to what extent in percentage terms these amounts took account of the total exports of such items; and what the three items represent by value of all New Zealand's exports to the world. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, gave the following details:

	Butter	Cheese and Curd	Lamb
Exports to United Kingdom (tons)	173,592	68,004	272,574
Exports to United Kingdom as percentages by volume of total exports of commodity	89·1	76·3	86·3
Total exports of commodity as percentages by value of all exports to the world	10·3	4·2	14·6

Steel productivity in EEC countries

Mr. Noble was asked what was the percentage increase in productivity in the steel industry in each of the last 10 years in each of the countries of the European Economic Community.

'There are no generally accepted measures of labour productivity in steel available in internationally comparable terms,' he replied. 'To show meaningful changes over time it would be necessary to allow for the changing pattern of output and, especially in the countries of the Community, to take account of steel melted in one country and rolled in another. Variations of the extent to which capacity is used also make year-to-year changes in the employment-output quotient misleading. For the Community countries combined, the underlying increase in labour productivity between 1960 and 1970 is estimated as averaging about 5·8 per cent a year.'

Trade with developing countries

A question on EEC exports to and imports from developing countries in the latest available year; and the comparable figures for the United Kingdom, was answered by Mr. Noble, who gave the following information for 1970:

	EEC	United Kingdom
Exports to developing countries as a percentage of total exports	13	23
Imports from developing countries asa percentage of total imports	18	24

MONDAY, APRIL 26

Industrial development

Mr. Grant answered questions on industrial development in Yorkshire and Humberside.

Trade Descriptions Act

A question was asked on the nature of each proposal for a definition and a marking order under sections 7 and 8 of the Trade Descriptions Act 1968 which, on February 16, was under consideration, had consideration deferred pending further developments, and rejected, respectively; by whom, in each case, the proposal was made; and what, in the case of those rejected, was the reason for the rejection. Sir John Eden, Minister for Industry, said the proposals (apart from four advanced by hon. Members) were as follows.

Definition Orders (Section 7)

	Definition of:	Proposed by:
Under consideration	Harris tweed	Harris Tweed Association
Deferred	Mink	Retail Trading-Standard Association
	Weasel	Retail Trading-Standards Association
	Solid fuel categories	Association of Municpal Corporations
Rejected as:		
Unnecessary	Textile terms (9)	Retail Trading-Standards Association
	Crystal glass	Retail Trading-Standards Association
	Capacity of dishwashers	Importing Company
	Dresden	Solihull CB
	Enamel	Vitreous Enamel Development Council
	Papers	British Paper and Board Makers' Association
Inappropriate	Textile terms (2)	Retail Trading-Standards Association
	Wholesale and warehouse	Retail Trading-Standards Association
	Carpet size and area	Association of Oriental Carpet Traders of London
	Malt	Association of Malt Products Manufacturers
	Naturist magazines	Central Council for British Naturism
Unenforceable	Textile terms (4)	Retail Trading-Standards Association

Marking Orders (Section 8)

	Class of goods:	Information proposed:	Proposed by:
Under consideration:	Sheets	Size	Consumer Council
	Clocks and watches	Origin	British Clock and Watch Manufacturers Association
	Cutlery	Origin	United Kingdom Cutlery and Silverware Manufacturers Association
Deferred	Clothing	Fibre content	Consumer Council
	Fire extinguishers	Effectiveness	Consumer Council
	Tyres	Types	Consumer Council
Rejected as:			
Of insufficient benefit	Clothing	Care and labelling	Consumers' Association
	Light bulbs	Life and output	Consumer Council
	Footwear	Composition	South London Boot Trade Association
	Solid fuel	Moisture content	Local Authority Association
	Solid fuel	Whether smokeless	Urban District Councils Association
	Glassware	Hand-cut, etc.	Stourbridge Crystal Glass Manufacturers Association
	Pet foods	Ingredients	Consumers' Association
	Sheets	Single or double size bed	Retail Trading-Standards Association
	Furnishing fabrics	Origin	Furnishing Fabric Manufacturers Association
	Toys	Origin	British Toy Manufacturers Association
	Brushes	Origin	British Brush Manufacturers Association
	Footwear	Origin	British Footwear Manufacturers Federation
Inappropriate	Textile fabrics (7)	Composition	Retail Trading-Standards Association
	Artificial leathers	Composition	Retail Trading-Standards Association
	All types	Wholesale or warehouse price	Retail Trading-Standards Association

'I regret that in answer to a previous ques- order which on closer scrutiny I find did not tion from my right hon. Friend on Februaryamount to a proposal.' continued Sir John 16, there was included in the list of rejections Eden.
one inquiry about the possibility of a marking

Trade balance of EEC countries

Mr. Noble was asked to give details of the Common Market's trade balance or deficit for each year since 1964. He replied that the visible trade balance was in surplus in each of the years 1964 to 1969. Data for 1970 were not yet available.

Visible trade surplus of the countries of the European Economic Communities

	US £ million
1964	754
1965	2,165
1966	2,662
1967	5,139
1968	6,446
1969	4,668

Note: Because of changes in the methods used to establish the French balance of payments, figures for the years prior to 1967 are not strictly comparable with those for 1967 and subsequent years but the difference is relatively small.

Trade with Australia

Mr. Grant was asked what proportion, assessed by value, of United Kingdom exports and imports from and to Australia entered free of tariff; were subject to up to 20 per cent tariff; and were subject to tariffs in excess of 20 per cent, respectively. He replied: 'Over 98 per cent of Australian imports enter the United Kingdom duty free. A high proportion of this is trade entering duty free from all sources. In 1969/70 67.5 per cent of United Kingdom exports to Australia entered duty free; 9.6 per cent was charged less than 20 per cent and 18.4 per cent at over 20 per cent.'

TUESDAY, APRIL 27

Bankruptcies in building industry

Mr Ridley was asked how many firms in the building industry had gone bankrupt in each of the past 12 months; how many were small firms; and how many were large companies. He answered: 'Only quarterly figures are available, which are given below. No size analysis is available but the unincorporated businesses and the companies which have failed have been predominantly small, with assets of less than £20,000.

Failures in the construction industry in England and Wales in 1970

	Unincorporated businesses		Companies
	Bankruptcies	Deeds of arrangement	Liquidations*
1st quarter	208	8	211
2nd quarter	235	8	242
3rd quarter	233	4	147
4th quarter	351	10	Not yet available

* Compulsory, and creditors' voluntary liquidations.

WEDNESDAY, APRIL 28

Five largest companies

Mr. Ridley was asked how many people are employed by the five largest private sector companies in the United Kingdom; and what percentage this figure represents of the total number employed in the private sector of the economy and what percentage of the total number employed in private sector manufacturing. He replied: 'The companies with the largest average numbers employed in the United Kingdom, in 1969 or a proximate financial year, were the General Electric Company, British Leyland Motor Corporation, Imperial Chemical Industries, Courtaulds and Unilever Ltd. The total for these five companies was 764,000, representing about 4½ per cent of the total numbers employed in the private sector, or about 9 per cent of those employed in private sector manufacturing. Mr. Ridley was also asked how many firms in the private manufacturing sector employ less than 500 people; and if he would express the number of firms as a percentage of the total firms in private manufacturing. He answered that in 1963 there were 62,545 such enterprises amounting to some 97 per cent of all enterprises in private manufacturing. This information had been derived from Table 13 of Part 132 of the Report on the Census of Production for 1963. Similar information for 1968 would become available in due course in the Report of the Census of Production for 1968.

Motor insurance

Mr. Davies was asked how many motorists had lost their cover as a result of bankruptcies in the field of insurance brokerage since March 8, 1971. He answered that returns so far available did not indicate any bankruptcies or liquidations in the insurance broking field since March 8, 1971. Mr. Davies was also asked if he would recommend the appointment of a royal commission to investigate and report on motor car insurance. 'In reviewing the adequacy of the controls applicable to insurers under the existing legislation I will take into account the suggestion of the hon. Member,' he answered.

Computers Mergers Scheme

A Member asked how much money was estimated in 1971-72 for payment to International Computers Limited under the Computers Mergers Scheme of 1968. Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, answered '£2,250,000'.

THURSDAY, APRIL 29

Cars and commercial vehicles

Mr. Ridley was asked what was the average annual percentage increase in output for cars and commercial vehicles, respectively, in the Swedish, Japanese, United States, and United Kingdom motor manufacturing industries, respectively, since 1958 from information available to him from international sources. He gave the following information:

Annual growth rate 1958-1970

	Cars per cent	Commercial Vehicles per cent
Sweden	12	3
Japan	41	20
United States of America	4	6
United Kingdom	4	3

Coal industry

A Member asked Mr. Ridley what was his estimate of the output of the coal industry in 1971; and by how much this would fall short of or exceed expected demands. He said that the National Coal Board was aiming at an annual production of 150 million tons. There were inevitably many uncertainties in forecasting but, subject to freedom from industrial disputes and other interruptions, the Board expected that demand would be met.

Restrictive Trade Practices Acts

Asked whether action would be taken, under thte Restrictive Trade Practices Acts, against the oil companies operating in the United Kingdom, Mr. Ridley said: 'The primary responsibility for the operation of this degislation rests with the Registrar of Restrictive Trading Agreements, an independent officer appointed by the Crown.'

Industrial espionage

In reply to a Member who asked whether he would initiate an independent inquiry into the nature and extent of industrial espionage, Mr. Ridley said: 'No. The Committee on Privacy, set up by the Government in 1970, under the chairmanship of Mr. Kenneth Younger, includes within its terms of reference consideration of the need for further protection of commercial and industrial interests against intrusions into their privacy. The Committee is glad to receive evidence on industrial espionage from any source.'

Parliamentary answers on aviation and shipping

FRIDAY, APRIL 23

Lockheed TriStar

Mr. Michael Noble, Minister for Trade, was asked to give an assurance that, in considering applications from British European Airways, no pressure would be placed on them to purchase the Lockheed TriStar plane, but that BEA would be left free to purchase the aircraft which they considered to be the most advantageous.

'We are looking to BEA to make their appraisal of the competing aircraft on purely commercial grounds,' replied Mr. Noble.

MONDAY, APRIL 26

Concorde

Answering a question on the cost to the Exchequer of research and development on Concorde, as a percentage of total expenditure on British military and civil aviation, Mr. Frederick Corfield, Minister for Aerospace, said the figures requested were as follows:

1962/63	1963/64	1964/65	1965/66	1966/67	1967/68
0·02%	0.08%	1.2%	3.3%	5.3%	6.6%
1968/69	**1969/70**	**1970/71**			
8.0%	8.3%	10.1%			

Mr. Corfield was also asked what was the percentage cruising-speed increase between the DC7C and the Boeing 707; the Boeing 707 and Boeing 747; and between Boeing 747 and Concorde, and gave the following information:

For typical long-range flights as across the Atlantic in standard conditions,

the increase in cruising speed of the Boeing 707 compared with the DC7C is about 70 per cent

the increase in cruising speed of the Boeing 747 compared with the Boeing 707 is small, about 5 per cent

the increase in cruising speed of the Concorde compared with the Boeing 747 is about 135 per cent

Mr. Corfield was then asked what were the estimated cruising speeds respectively, of the Douglas DC7C, the Boeing 707, and Concorde; how much time elapsed between the introduction into scheduled service on the North Atlantic of the Boeing 707 and the elimination from scheduled service on that route of piston-engined aircraft for those airlines having traffic right between the United States and the United Kingdom. He said: 'For the Douglas DC7C about 275 knots; for the Boeing 707 about 470 knots; for the Concorde about 1150 knots. The Boeing 707 was introduced into scheduled service between London and New York in October 1958.

'The DC7C was withdrawn from non-stop scheduled service between London and New York in the spring of 1960, about 1½ years later, and from through stopping service in the autumn of 1962, about 4 years after the introduction of the Boeing 707.

'The last service from London to New York operated in part by piston-engined aircraft did not cease until May, 1968. This service, by Loftleidr, used piston-engined aircraft between London and Keflavik and non-piston driven aircraft between Keflavik and New York.'

Smoke emission by aircraft

Mr. Noble was asked to give comparative measurement figures of smoke emission of, respectively, the VC10, the Boeing 727, the Boeing 707-320B, the DC8-50, and the production Concorde. He replied that there had been no generally accepted method of making these comparisons but a system agreed with the United States authorities was about to be published. This would enable engine emissions to be measured and compared on a standard basis. Mr. Noble was also asked to state the

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

percentage of air pollution in the United Kingdom attributable, respectively, to aircraft, to industrial pollution, and to the internal combusion engine. He answered that industrial and domestic pollution contributed about 90 per cent of the total air pollution in the United Kingdom as a whole. Internal combusion engines contributed the remaining 10 per cent of which aircraft engines provided 0.1 per cent.

Noise levels of aircraft

Mr. Noble was asked the noise, in estimated perceived noise decibels of fly-over and approach, at the Standard Federal Aviation Administration (Federal Aviation Regulations Part 36) positions, at three nautical miles on fly-over, and one nautical mile on approach of a DC8-50, a VC-10, a Boeing 707-320B, a Trident 3B and Concorde. He said that the noise levels were as follows:

	Fly over	EPndB	Approach
DC8-50	115		117
VC10	110		115
Boeing 707-320B	113		120
Trident 3B	104		110

Mr. Noble continued: 'The fly-over point is 3.5 nautical miles not 3 miles. The British subsonic aircraft have not been measured under FAR 36 conditions but the manufacturers have estimated the figures from measurements made under other conditions. Concorde's design aim is to have noise levels comparable to these aircraft. A programme of research is under way to this end. Precise forecasts cannot be made until this work has proceeded further.'

WEDNESDAY, APRIL 28

Air traffic movements at London Airport

A Member asked what proportion of the air transport movements at London Airport (Heathrow) and at London Airport (Gatwick), respectively, in 1970 was accounted for by general aviation movements; and whether it was assumed that these proportions would not be reduced when making calculations of probable total movements at these airports in 1980. Mr. Noble said, '5.4 per cent of all aircraft movements at Heathrow and 24.8 per cent at Gatwick. It cannot be assumed that these proportions could be accommodated in 10 years' time.'

THURSDAY, APRIL 29

Oil pollution at sea

Mr. Grant was asked how many oil slicks were recorded by the Coastguard Service during the years 1969 and 1970. He said that DTI recorded 272 reports of oil at sea or on beaches during 1969 and 337 in 1970. The system of reporting, he added, was extended in the second half of 1969.

Luton airport

In reply to a Member who asked whether, following his announcement on April 26 about the siting of the third London airport, he was able to say when he would have further discussions with Luton Corporation about the need to reduce the noise level from Luton Airport, Mr. Noble said: 'As my right hon. Friend the Secretary of State said on April 26, we are consulting airport owners about extending present powers to regulate the use of airports where noise is a serious problem. It is, therefore, premature as yet to suggest a date when there might be discussions, against a background of appropriate powers, of the noise problem of any particular airport.'

Air fares between Great Britain and Northern Ireland

Asked if he would seek to negotiate an ITX fare structure between Great Britain and Northern Ireland so as to encourage inclusive tour holidays, Mr. Noble answered that this was a matter for the Air Transport Licensing Board, to whom the Northern Ireland authorities and representative bodies were free to make proposals. But studies by the airlines so far had not supported the conclusion that ITX fares would create new traffic on a significant scale within the United Kingdom.

Luton airport

A Member asked whether, following the Secretary of State's announcement on April 26 about the siting of the third London airport, he would now inform Luton Corporation that permission would not be granted for extending the existing runway, or constructing a second runway. Mr. Noble replied: 'Planning permission is needed before Luton Corporation can carry out either of these works and no such application has been made.'

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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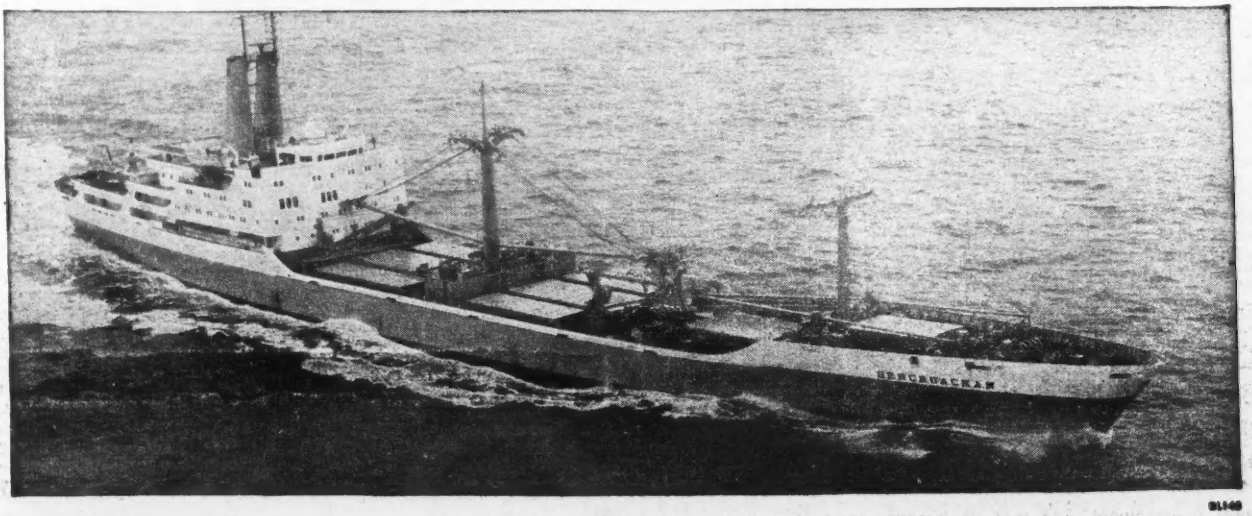

New Books

Trade Balance in the 1970s: the Role of Mechanical Engineering, by D. T. N. Williamson. *NEDO Discussion Paper* 1. (35 pages. Available free from the National Economic Development Office, Millbank Tower, 21-45 Millbank, London, SW1). In this paper, first presented to the Mechanical Engineering EDC last year, the author, an engineering company Director of Research, sets out to dispel any complacency induced by the engineering industry's present large contribution to the United Kingdom's favourable trade balance. The industry is surveyed against the background of the United Kingdom's declining share of world trade and lagging economic growth, and the author's insights and comments derive from this larger perspective. Projections, clearly illustrated with graphs, present a possible picture of the industry's future and indicate where remedial action is needed simply to maintain present profitability. The booklet is written from the viewpoint of an engineer who sees the problem as primarily one of design development, and calls for the formation of enterprises more responsive to innovation. Telling comparisons are drawn with the USA and Japan. The author's suggestions are intended to promote discussion, and whilst his views do not necessarily represent the views either of NEDO or the Mechanical Engineering EDC, both of these bodies would welcome comments and suggestions for further action. To this end copies of the booklet have been widely distributed within the industry.

The New Manager's Library (Macdonald. 75p per volume). The objective of this new paperback series is to provide new managers, in as concise and simple a form as possible, with an understanding of other people's jobs and of the small number of proved techniques which are capable of solving most management problems. The first five titles to appear in the series are all either reprints or revised editions of established works. **Direct Standard Costs,** by Wilmer Wright (180 pages. SBN 356 03638 3), first published by McGraw-Hill in 1962, is about decision making and control. It presents a simplified method of securing the kind of accounting and cost data which management needs for making sound operating decisions and for providing controls to implement those decisions. **Profit Management and Control,** by Fred V. Gardner (295 pages. SBN 356 03637 5), first published by McGraw-Hill in 1955, is also concerned with the techniques of direct costing, and particularly with break-even analysis. The author's theme is that unless we understand how costs behave we shall be unable to control them. **Critical Path Planning,** by K. M. Smith (140 pages. SBN 356 03488 7) is the second edition of *A Practical Guide to Network Planning*, of which the first edition was published by the British Institute of Management in 1965. It remains, following revision, essentially a book of instruction, and as such should be suitable as a general introduction to critical path methods for students following courses in business studies, accountancy and work study. (A hardback version of the second edition is published by Management Publications Ltd., price £2). **The Practice of General Management**, by David A. Fearn (240 pages, SBN 356 03414 3) is a revised edition of *Management Systems for the Hotel, Catering and Allied Industries*, first published by Business Books Ltd. in 1969. The series editor's introduction to this volume emphasizes that it is a book on how to practice general management, and that its lessons extend far beyond the catering industry from which its many case examples are drawn. **Investment in Innovation,** by C. F. Carter and B. R. Williams (138 pages. SBN 356 03487 9) was first published by Oxford University Press in 1958. The authors undertook for the Science and Industry Committee, a body appointed by the Royal Society of Arts, the British Association for the Advancement of Science and the Nuffield Foundation, a study of factors influencing the rate of adoption of new scientific and technical ideas by British industry. The main report resulting from their research was *Industry and Technical Progress* (Oxford University Press, 1957), but in the course of the investigation the Board of Trade suggested that a subsidiary report on material which would contribute to knowledge of the background of investment decisions should be prepared, and provided funds to support this work. *Investment in Innovation* remains a useful aid to an understanding of how the innovating process really works, and to an appreciation of the factors which influence business investment decisions.

China Trade Prospects and US Policy, edited by Alexander Eckstein. (356 pages. Praeger; distributed in the United Kingdom by Pall Mall Press. £4.50). The subject matter of this book has been given a particular topicality by recent events which have focused attention on China's relationships with Western countries. The three papers published in the book were originally presented at a seminar organized by the National Committee on United States-China Relations and held in New York. John R. Garson, a lawyer, examines the American trade embargo against China, and provides for the first time a descriptive account of its origins, how it works and how it affects the trade being carried on with China by countries friendly to the United States. Jerome Alan Cohen, Professor of Law at Harvard Law School, surveys the legal position of the People's Republic of China with regard to trade with the United States and, in a chapter which British businessmen should find particularly useful, describes the Chinese institutions which have been established for the conduct of trade with non-Communist nations. The third paper, by Robert F. Dernberger, Associate Professor of Economics at the University of Michigan, looks at the prospects for trade between China and the United States. The assessments of China's potential as an export market given here make this paper also of interest to readers outside the United States. Several statistical tables are appended. The papers have been edited for publication by Alexander Eckstein, Professor of Economics at the University of Michigan and Chairman of the National Committee on United States-China Relations, who has also contributed a general introduction. The volume appears in the series *Praeger Library of Chinese Affairs*.

The Structure and Operation of the Japanese Economy, by K. Bieda. (292 pages. John Wiley and Sons. £3.45. SBN 0471 07220 6). Japan is probably the most fascinating example of economic growth in history and this growth has generated great interest throughout the world. Why has Japan achieved such a high economic growth rate? How do government plans and policies affect this growth? What impact did the postwar agricultural reform and the peculiar characteristics of Japan's monetary and industrial system have on economic growth? These are some of the questions which this book sets out to answer. A chapter on the Growth of Japanese economy provides a brief history of economic development from the Meiji period to the present day Japan, highlighting those aspects of the economy which helped to increase growth. Public control of economic activities is an essential part of economic planning in any country. How this is operated in Japan is well discussed by the author who also includes an organizational chart of the Japanese planning machinery. Fiscal system and policy, commercial banks and other financial institutions and the structure of the Japanese industry are also discussed in depth. The book is well illustrated with statistics and charts. It is aimed primarily at university students especially those engaged in Asian studies, but the general reader as well as businessmen seeking an insight into the facts behind Japan's great economic expansion should find it very informative.

Industrial Research Institutes. United Nations Industrial Development Organization. (95 pages. Available from HMSO, price 44p. SBN 11 90153 X). In the course of UNIDO'S activities in providing means for strengthening the existing and future industrial research and development institutes of developing countries it became clear that there was a need for publications which could be of practical assistance to industrial research institutes in improving the quality of their work. The aim of this publication is to give such help in two important fields – the selection and evaluation of research projects, and financial administration. The first part, covering the selection and evaluation of research projects, discusses the range and classification of an institute's short-term activities; how to organize the intitutes activities by means of a system of projects; and the criteria and mechanisms for selecting and evaluating projects. Attention is drawn to the advantages of using special staff groups for evaluating projects, and the last chapter in this part explains how to organize a multi-discipline team to carry out a project. Part II, on financial administration, consists of four chapters devoted to financial questions related to the institute, from the early stages of feasibility studies to methods of drawing up contracts and their financial implications. Both parts are illustrated by examples, and the annexes include a specimen accounting system, and outline for a research project proposal, and a form of agreement between an industrial research institute and a client sponsoring a research project. There is a short bibliography.

Economies are differentiated by two basic features; what is produced and the method of production. In the modern world, the first of these – the product itself – varies from primary agricultural produce to the sophisticated results of advanced technology. Industrial economies vary in the way they organize the pattern of industrial production. **Industrial Organization:** Competition, Growth and Structural Change in Britain, by Kenneth D. George. *Studies in Economics:* 5 (215 pages. Allen & Unwin. £3.00 cloth; £1.60 paper. ISBN 0 04 338045 X: cloth, 0 04 338046 8: paper) is a new study of British industry, which, although intended primarily for students of economics and commerce will also enable businessmen to obtain a broad view of the United Kingdom's industrial infrastructure. The author, an academic and contributing journal editor, covers four main areas; changes in industrial structure since the inter-war years: the size and growth of firms with particular attention to diversification, R & D, and acquisitions and mergers: the interrelationships between market structure, business behaviour and market performance; and monopoly and restrictive practices legislation, taxation and regional policy. Within this framework, many issues are critically examined, among them being the effects of the abolition of resale price maintenance and the selective tax. The volume is well illustrated with statistics and diagrams and references to further reading are given in numerous footnotes.

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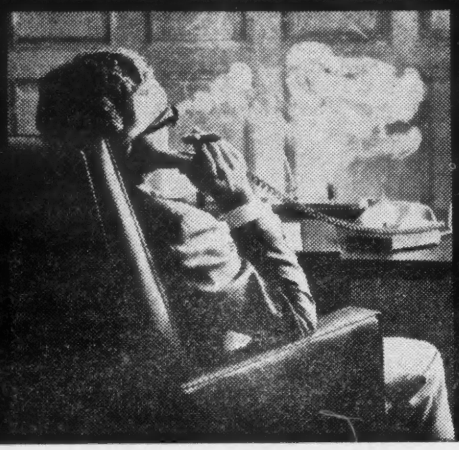

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Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
May 12	Miscellaneous	Auctioneers' Premises	Woolland, Sons & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 0752 69292.)

Carpets; duffel coats; raincoats; trousers and blouses; jerseys; kit- and travelling-bags; boots and shoes; blankets; sheets; curtains; cotton and wool rags; tentage; rope and cordage; mattresses; aluminium and wooden furniture; tubular stacking and arm chairs; desks; filing cabinets; aluminium kitchenware; wooden and steel boxes; binoculars; compasses; clocks; watches; electrical and wireless spares; photographic equipment; floodlights; bearings; lifting jacks; china and glassware; fuel pumps; turbo generators; lead-lined containers; snow plough frames and blades; canvas hoses; tyres; chain slings; storage bins; and many other items of general stores.

May 18	Miscellaneous stores	Regional Depot/OSU, R.A.O.C., Barlow, Nr. Selby, York.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 052-2 20898.)

Industrial and garage plant and equipment, machine tools, clothing, furniture, etc., including diesel and electric fork lift trucks; industrial tractors; drilling and grinding machines; sharpening and gulleting machine; press; guillotine; bandsaws; lathes; lubricating plant; welding equipment; firefighting equipment; cable; tyres; electrical, signalling and wireless equipment; MT spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; ropes; aluminium extending ladders; shovels; spades; ironmongery, etc.; tents; canvas; packs; haversacks; carpets; curtains; webbing; kitbags; camp equipment; blankets; sheets; battledress and denim trousers and blouses; firemen's trousers; berets; greatcoats; raincoats; ankle and rubber knee boots; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; large quantities of miscellaneous stores.

May 25-27	Road making equipment, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 0602 54272.)

Heavy duty and agriculture tractors; dropside trailers; water tankers; refuellers; cabin trailers; Leyland 'Hippo' and hydraulic tippers; mobile and hydraulic cranes; angledozers; lorry-mounted bridging cranes; breakdown trucks; ambulances; excavators; Bedford fire tenders; Coventry Climax fire pump trailers; loading shovels; Bedford Utilecons, vans, trucks and coaches; Morris Mini Minors, commercial utility vans, travellers, Oxfords; Land Rovers; Ford Zephyrs, Anglias and Populars; Hillman Huskys and Minx saloons; Triumph and BSA motor cycles.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	106		121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·0	156	155	116	104·2	138	148	156	117††	135††	351	224	40	51
1968															
4th quarter	119	122·3	138	138	113	104·1	146	146	160	142	139	117	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	124·0	149	148	114	103·3	133	141	144	112	134	–31	32	– 5	–41
2nd quarter	120	123·4	155	153	116	104·2	141	150	163	117	137	106	55	11	21
3rd quarter	120	123·8	159	158	117	104·6	138	150	156	119	133	117	40	6	12
4th quarter	122	124·4	163	161	118	104·7	140	149	162	118††	137††	159	97	28	60
August		123·2				104·8									
September		125·7				104·4									
October		125·7				106·0									
November		122·5				103·3									
December		124·9				104·9									
1971															
January		125·7				102·7									
February						99·7									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment (‡‡)	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	*3·9*	110·2	107·3	168·5	323	255	24,384	120	121	43
1967	106	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	130	120	–312
1968	106	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	146	–319
1969	117	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	165	165	416
1970	126 p	140·2	*6·4*	128·5	124·6	217·5	574	186		181	184	631
1969												
1st quarter	110	129·7	*6·2*	122·3	114·1	194·7	532	198	24,364	162	153	13
2nd quarter	113	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	165	163	76
3rd quarter	115	132·0	*5·0*	126·1	116·5	197·8	547	200	24,268	165	171	153
4th quarter	117	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	172	174
1970												
1st quarter	118	136·2	*5·0*	130·1	120·6	209·0	561	192	24,280	171	180	215
2nd quarter	122	139·5	*5·8*	129·2	123·6	213·8	563	187	24,139	183	183	144
3rd quarter	123	141·1	*6·9*	126·9	125·7	219·0	592	185	24,077	178	175	76
4th quarter	126 p	144·0	*7·7*	127·8	128·4	227·9	581	177		190	199	196
1971												
1st quarter		147·9	*8·6*	130·9 p	131·0 p		631	146		189	186	
1970												
August	123	140·8	*6·8*	126·1	125·7	219·7	593	184		200	140	
September	123	141·5	*7·0*	127·2	126·4	221·0	589	187		194	199	
October	122 p	143·0	*7·4*	126·3	127·5	222·4	576	184		192	203	
November	125 p	144·0	*7·9*	128·4	128·5	228·5	579	176		192	191	
December	126 p	145·0	*7·9*	128·5	129·1	232·8	589	171		186	204	
1971												
January	122 p	147·0	*8·5*	129·8 p	130·6 p	236·1	613	157		176	176	
February	123 p	147·8	*8·5*	130·6 p	131·1 p	236·4	623	147		187	172	
March		149·0	*8·8*	132·3 p	131·4 p		656	134		205	209	
April							704 p	129 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowance for factors affecting recording.
(††) These estimates are less reliable than usual because the receipt of data has been delayed by the postal strike.
(‡‡) Figures are subject to revision

Index of industrial production for January 1971

THE PROVISIONAL estimate index of production for January 1971, prepared by the Central Statistical Office, is 125.7 (seasonally adjusted). For manufacturing industry alone the figure is 128.2.

For the three months November 1970 to January 1971, it is provisionally estimated that production as a whole was 0.4 per cent lower than in the preceding three months, August to October 1970; for manufacturing industries alone there is an estimated decrease of 0.4 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	110·3
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·1	90·0	106·3	105·0
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	113·4
1969	122·9	80·3	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	119·4
1970	124·0	78·1	127·1	121·4	116·7	130·4	151·1	158·5	128·2	134·6	154·0	148·1	86·1	115·7	115·8
1968 4th quarter	122·3	83·5	124·3	117·3	113·8	124·1	132·3	145·0	125·3	128·6	136·7	137·9	85·6	123·3	115·5
1969 1st quarter	121·8	81·8	123·7	116·0	114·0	119·8	139·4	144·8	124·5	128·2	143·0	141·7	85·3	113·7	120·3
2nd quarter	123·3	81·2	125·7	118·2	115·0	124·2	136·8	147·7	127·0	130·7	152·5	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·5	126·9	138·7	151·8	129·2	132·8	147·9	148·5	84·8	121·6	118·2
4th quarter	123·5	76·9	126·7	122·1	119·2	127·8	142·8	152·7	128·1	133·8	143·1	145·2	86·0	118·3	119·8
1970 1st quarter	124·0	80·5	126·6	118·4	115·0	124·9	152·4	150·7	128·7	132·6	153·6	148 2	85·7	120·7	116·8
2nd quarter	123·4	79·3	126·3	120·9	113·7	132·1	144·7	157·7	127·7	136·1	158·9	145·8	84·5	112·4	119·5
3rd quarter	123·8	79·0	126·9	122·5	117·6	131·7	153·0	161·9	127·6	135·6	146·8	149·0	86·8	111·8	117·7
4th quarter	124·4	74·6	128·4	124·3	119·9	132·5	155·0	164·1	128·1	134·6	156·6	148·8	87·3	118·8	110·1
1970 August	123·2	79	126·2	118	117	119	152	159	130	139	143	143	87	121	123
September	125·7	80	129·3	127	120	141	155	163	129	143	155	157	87	103	115
October	125·7	80	129·8	124	119	133	159	162	130	133	170	151	88	121	116
November	122·5	64	126·5	124	119	132	151	164	126	129	134	148	87	119	110
December	124·9	80	128·7	125	122	133	155	167	129	142	163	148	87	116	103
1971 January p	125·7	82	128·2	121	119	125	162	160	128	131	150	152	86	128	102
August-October (av.)	124·9	79	128·4	123	119	131	155	161	130	138	156	150	87	115	118
November-January (av.) p	124·4	75	127·9	124	120	130	156	164	128	134	149	149	87	121	105

	Manufacturing industries (continued)												Construction	Gas electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·2
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·2	109·3	115·6	123·5	93·9	102·7	127·8	126·9	129·3	110·8	123·4	141·6	118·9	136·2
1970	114·2	115·7	109·5	116·7	125·0	92·9	103·3	124·7	123·1	127·5	114·0	120·5	146·4	115·0	143·8
1968 4th quarter	114·5	114·5	114·8	115·6	122·1	94·8	104·4	129·5	131·1	126·6	118·0	119·7	139·3	122·2	131·0
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	121·2	136·5	118·4	139·8
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	130·1	108·3	122·5	143·6	121·8	133·7
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·0	127·5	128·9	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	114·9	123·2	90·9	101·3	126·0	124·2	129·2	112·8	125·2	141·1	117·2	138·9
1970 1st quarter	117·5	119·8	110·0	115·2	123·3	91·7	102·0	120·9	116·9	128·3	105·7	123·6	144·0	116·4	145·1
2nd quarter	115·2	117·0	109·4	115·8	123·6	93·9	103·0	121·5	123·4	118·1	113·3	119·4	142·6	115·6	142·2
3rd quarter	108·9	109·5	107·1	117·8	126·9	93·8	102·5	129·7	128·0	132·9	113·1	120·9	147·0	116·1	141·7
4th quarter	115·0	116·1	111·7	118·3	126·3	92·3	105·7	127·1	124·2	132·3	122·6	118·2	151·5	111·7	144·6
1970 August	108	108	110	118	128	94	102	130	127	136	113	117	147		141
September	110	112	103	118	127	93	104	132	132	134	124	124	153		141
October	122	125	116	120	128	92	107	127	125	132	121	120	148		147
November	115	118	108	117	126	92	103	127	126	128	125	117	152		143
December	107	106	111	118	125	93	107	127	122	137	122	117	155		144
1971 January p	115	115	114	118	124	88	109	126	123	131	122	116			150
August-October (av.)	114	115	110	119	128	93	104	130	128	134	119	120	147		143
November-January (av.) p	113	113	111	118	125	91	106	127	124	132	123	117	152		146

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in February showed an increase of 8 per cent on a year earlier, compared with increases of 11 per cent in December and 9 per cent in January.

The value of stocks at the end of February was 10 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	– 3	..	..
1967	104	– 5	..	..
1968	108	4	..	..
1969	103	– 5	..	..
1970	107	4	..	..
1969 1st quarter	88	–13	153	13
2nd quarter	98	5	138	7
3rd quarter	100	– 4	157	8
4th quarter	124	– 6	147	17
1970 1st quarter	90	2	161	5
2nd quarter	97	– 2	140	1
3rd quarter	105	5	146	– 7
4th quarter	135	8	143	– 3
1970 February	92	3	154	8
March	119	6	161	5
April	103	– 5	146	2
May	92	– 5	151	2
June	95	6	140	1
July	83	10	145	– 3
August	99	6	143	– 6
September	134	2	146	– 7
October	153	9	129	– 7
November	124	5	140	– 9
December	127	11	143	– 3
1971 January	66	9	128	– 8
February	99	8	139	–10

Table 2. Analysis by department

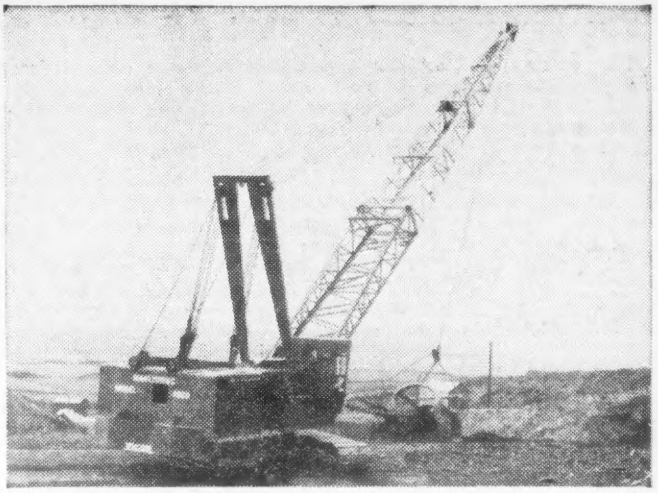
Percentage increase compared with a year earlier

	Sales		Stocks (‡)
	February 1971	January–February 1971	February 1971
Women's knitted outerwear, blouses and skirts	21	18	1
Women's coats, costumes, furs and raincoats	6	2	– 5
Women's underwear	15	2	– 6
Women's hose and children's socks	–23	–15	–11
Women's millinery	16	15	– 5
Haberdashery, ribbons and wool	9	11	12
Children's wear	17	11	–28
Men's and boys' shirts, pyjamas and outfitting	23	17	7
Gloves	–30	–26	– 2
Piece-goods and nets	–18	–16	–27
Household textiles	3	2	–10
Floor coverings, furniture and hardware	16	16	–10
Boots and shoes	13	19	2
Total†	8	8	–10

† Including some items not included among the sub-headings. ‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).



A. Long and Co. Ltd., Wembley, have won an order to supply the first Manitowoc 4600 dragline to Denmark. The order, which has a landed value of £170,000, has been received from Hoffmann & Sønner A/S of Copenhagen. Before placing the order representatives of the Danish company visited the United Kingdom to see a Manitowoc 4600 dragline in use on an opencast mining site in Co. Durham.

Northern Ireland Index of Production

THE PROVISIONAL index of industrial production for Northern Ireland for February 1971 is 162 (1963 = 100). This is 1 point higher than the index for January 1971 and 8 points higher than for February 1970.

The index numbers for the main industrial groups with the increase or decrease on February 1970 shown in brackets are: textiles 239 (+ 43 points); clothing 129 (+4 points); engineering and metals 137 (+7 points); food, drink and tobacco 106 (–8 points); timber and furniture 146 (+1 point); mineral products 142 (–1 point); other manufacturing industries 235 (+10 points); gas, electricity and water 221 (+6 points).

Overseas Development Institute Ltd.

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This study analyses the origins, structure and evolution of the Inter-American, African and Asian Development Banks, which were established to give the poor countries a greate say in the allocation of international aid. 208pp. £2

World Development Handbook by Juliet Clifford and Gavin Osmond Published by Charles Knight & Co. Ltd.

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The Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the quarter ended March 31, 1971, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration

High Court	315
County Courts	830
Total	1,145

Deeds of Arrangement

Total number registered	26

The above information was published in greater detail, with an analysis of the bankruptcies in the respective courts, in the *London Gazette*, dated April 29, 1971.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series

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Made-up Clothing (Sales Volume Indices) for January 1971
Metal-working Machine Tools for January 1971

Quarterly at 37½p a year post free:

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Cranes for Fourth Quarter 1970
Telecommunication Equipment for Fourth Quarter 1970
Floorcoverings for Fourth Quarter 1970

Unitruck A/S, Coventry Climax distributors in Denmark, have recently supplied two model 150-DA diesel trucks to Messrs. Hoeg-Hagen and Co. A/S, for use in their new timber store, handling wood imported from Finland, Sweden, Norway and the USSR. The store, shown in the picture, covers some 59,200 square feet and by using the Climax trucks fitted with timber end-loader attachments, 198,000 cubic feet of storage space is made available. The machine is capable of handling stacks of timber up to 16 feet in length with a maximum weight of 6,650 lb. A second store of similar proportions is already planned.

Miscellaneous Series

Monthly at £5.25 a year post free:

Motor Vehicle Registrations for February 1971

A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, 1971, on page 679.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, during the week ended Friday, April 30, 1971
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Junket 89	Br/E 35458/1/5/76	56	April 27	Children's Film Foundation Ltd.	Balfour Films (for Children's Film Foundation Ltd.)
All The Right Noises	Br/E 35465/1/5/76	91	April 29	Twentieth Century-Fox Film Co. Ltd.	Trigon Productions Ltd.
Movietone News 2186	Br/E 35258/1/5/76	8	April 30	" " " "	British Movietonews Ltd.
Movietone News 2186A	Br/E 35259/1/5/76	8	April 30	" " " "	" "
				FOREIGN	
Soldier Blue	F 35457	114	April 27	Avco Embassy Pictures (U.K.) Ltd.	Katzka-Loeb Productions
Elvis, That's The Way It Is	F 35459	108	April 27	MGM-EMI Distributors Ltd.	Metro-Goldwyn-Mayer Inc.
Serenade	F 35460	27	April 27	Contemporary Films Ltd.	Sovexportfilm, Moscow
Flesh	F 35461	89	April 27	Vaughan Films Ltd.	Score Movies Ltd.
The Eternal Nile	F 35462	11	April 27	Twentieth Century-Fox Film Co. Ltd.	Fox Movietone, Paris
The Cat O'Nine Tails	F 35463	105	April 29	NGC Distributors Ltd.	Se da-Spettacoli S.p.A., Rome
Queimada	F 35464	112	April 29	United Artists Corporation Ltd.	PE A Produzioni Europee Associate S.A.S. Rome

Amendment to the Register

The title of the film 'Man Of Violence' (Br/E 34974) registered on July 4, 1970, which was amended to 'The Sex Racketeers' has been amended to provide alternative titles: (a) 'Man Of Violence,' and (b) 'The Sex Racketeers.'

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Exhibitions and Fairs

San Francisco Film Festival links up with British Week

THE 15th annual San Francisco Film Festival is to move its traditional calendar dates this year in order to coincide with the opening of British Week, which is scheduled for October 1-9 inclusive. The 1971 new look festival will run for 15 days from Saturday, October 2 to Sunday, October 17, inclusive in San Francisco's Palace of Fine Arts. Previous film festivals have always opened during the third week in October but never before on a Saturday.

The announcement was made by Mayor Joseph Alioto who described British Week as 'the largest promotion ever organized in the United States by a foreign government.'

The Festival's executive director, Mr. Claude Jarman, said that he and programme director Mr. Albert Johnson were working in close co-operation with the British Week organizers. He said, 'Hopefully we will have a British-oriented film on opening night. In addition during the first week we will devote several of our afternoon tributes to personalities of the British cinema. Approaches are being made to well-known British actors, directors and producers to attend.'

Present at the Press conference were Mr. James Murray, the British Consul-General in San Francisco and Mr. Tony Vine, director of the British Week office.

Special events

British Week will be a massive consumer goods promotion in San Francisco and it is expected that well over 400 shops and stores will 'Go British' during October 1-9.

An ambitious programme of special crowd-pulling events has been planned. These include performances of Benjamin Britten's opera 'A Midsummer Night's Dream', a concert by the London Philharmonic Orchestra, a large prestige exhibition of British goods, a spectacular five-day fashion show, a two-day Scottish Highland Games organized by McVities, London bobbies and buses, the regimental band of the Royal Artillery, The Corps of Pipes and Drums of the Royal Scots, the City of London Pavilion, the Pendyrus Choir and a display of treasures from the City of London.

Highlight of British Week will be the visit of Princess Alexandra and her husband the Hon. Angus Ogilvy.

British Week is organized by the Department of Trade and Industry and the British National Export Council. There have been 11 previous British Weeks since 1964, but this is the first to be held in the United States.

Mr. Michael Noble to visit Canada

IN ANOTHER of the regular Ministerial exchanges between Canada and Britain Mr. Michael Noble will be visiting Canada from May 27 to June 4.

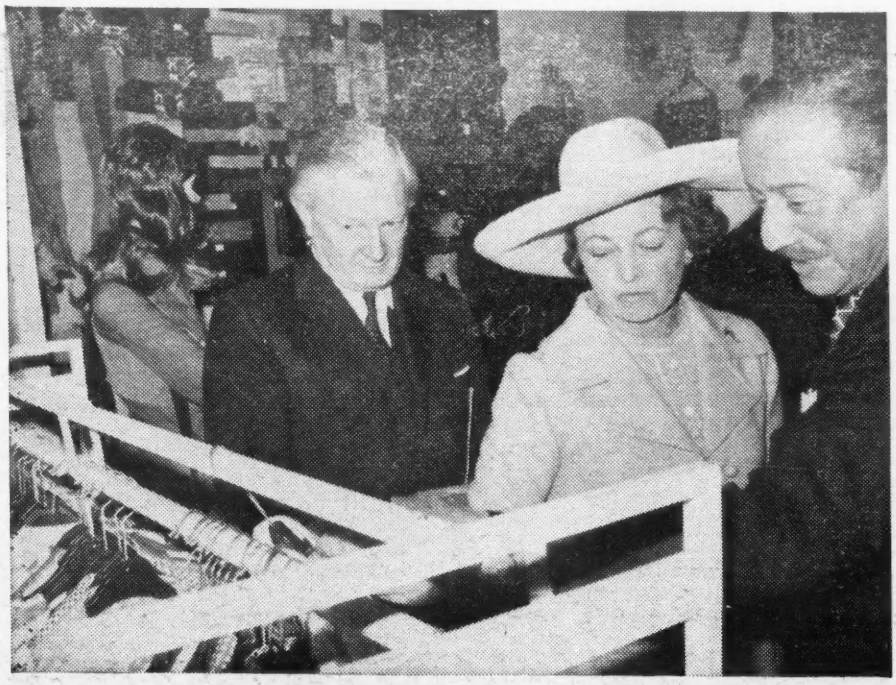
One of the principal objectives of Mr. Noble's visit will be to see the British pavilion at the 5th British Columbia International Trade Fair, which is being held in Vancouver from June 2 to June 12. More than 30 British firms will be exhibiting their products at the British Pavilion. These include clothing, shoes, china, radio and telecommunications equipment, engineering products, furniture and carpets, toys and games, machine tools, musical instruments, office equipment, yachts, baby carriages and language courses. These British firms are exhibiting at Vancouver for the first time although most of them have been well represented at other trade fairs in all parts of the world. Between them their exhibits will occupy nearly 10,000 square feet of space in the British Pavilion.

Mr. Noble will arrive in Toronto on May 27. He will meet Ontario Ministers, Civic Officials and businessmen including members of the British Canadian Trade Association. He flies to Quebec City for further meetings with Ministers and businessmen on May 31. He will then have talks with Federal Ministers in Ottawa.

Mr. Noble arrives in Vancouver on June 2 and will tour the British Pavilion, the following day. He will be speaking at a 'Salute to Britain' luncheon given by the organizers of the fair, and will be host at a British Day Reception in the evening.

Change of title

FOR THE first time, this year's Licensed Victuallers International Trade and Catering Exhibition at Earls Court (April 26-30) incorporated 'International' in its title. Several continental companies in the wine, glass and catering equipment fields had displays.



Mr. John Davies, Secretary of State for Trade and Industry, saw some of the latest fashions scheduled for the export market when attending a fashion show in London on April 25. He had accompanied his wife to the Royal College of Art, Kensington Gore, where Mrs. Davies opened the show which formed part of the London Fashion Fair organized by the Clothing Export Council of Great Britain. Mr. and Mrs. Davies are shown some of the new styles (left) while Mr. Davies is seen (right) watching the fashion parade.

Namur Shopping Week an outstanding success

FROM THE BRITISH EMBASSY (COMMERCIAL DEPARTMENT), BRUSSELS

Part of the Namur Shopping Week featured two fashion shows, co-ordinated by Courtaulds (Belgium) S.A.

THE ANCIENT garrison town of Namur, whose links with Britain reach back almost three centuries, was the site of the latest in what has become a series of annual Shopping Weeks in Belgium since the full-scale and highly successful British Week in Brussels in 1967. Indeed, the list of such Weeks – known locally as British Weeks – reads Bruges 1968, Gent 1969, Tournai 1970, and now Namur, one of the most successful of the series.

The Namur Week, which enjoyed the patronage of Sir John Beith, HM Ambassador to Belgium, Monsieur René Close, Governor of the Province of Namur, and Monsieur Emile Lebrun, Burgomaster of Namur, was held from April 2-10. This period was chosen because the week before Easter is traditionally a good week for shopping, whilst it also slotted into the period of Namur's annual Trade Fair, which was held this year from March 27-April 12, and which attracts many thousands of visitors to the city; and finally, because it incorporated Namur's traditional Spring Festival which terminates on Easter Thursday.

Namur, an attractive city in the South of Belgium, is situated on the confluence of the Sambre and Meuse rivers: it is dominated by an ancient and imposing citadel, and is rich in folklore. It is also the gateway to Belgium's rolling Ardennes, a region much favoured by local and foreign tourists.

Provincial capital

Namur is becoming increasingly important as the capital of a province which is slowly being transformed from essentially an agricultural and tourist region to one in which the implantation of industry provides an additional source of employment and revenue. The city has a large and prosperous shopping area, and boasts – for shopping purposes – a catchment population of almost 250,000.

The city's six department stores and more than 500 specialist retailers participated in the Week, and the abundance of display material in shop windows and streets, and the flags adorning public buildings, could leave no doubt in the minds of the Namurois that British Week had at last arrived.

The Alamein staff band of the Royal Tank Regiment played several times each day in various parts of the city, assisted by a small detachment of the 2nd battalion, Coldstream Guards, who also added dignity and colour to the various official ceremonies. Indeed, the Coldstreamers returned to a city which was defended by their ancestors in 1695, and the name of which figures in third position on their long and impressive list of battle honours.

In addition, there were two policemen from the Lincolnshire Constabulary, and two Scots Guards pipers from the 1st Battalion. Two London buses – one 'Johnnie Walker' publicity bus – were much in evidence throughout Namur during the Week, whilst by courtesy of a leading Belgian importer of wines and spirits, and agent for Ainslie's, Vat 69 and Old Antiquary whiskies, London taxis became a part of the daily scene. Messrs. Gordon's Gin had despatched their own London taxi to Namur, accompanied by Mr. Alfie Howard, the well-known and colourful Lambeth and Isle of Wight Town Crier.

The city also boasted three indoor and two outdoor British pubs – three Watneys, one Bass (for the first time ever) and one Whitbread – all of which were specially constructed and extremely well patronized.

Inaugural ceremony

The inaugural ceremony was held on Friday, April 2, and after speeches by Monsieur Jean Servais, President of the Namur Shopkeepers' Association, and Sir John Beith, the Week was officially declared open by the Burgomaster. The Governor of the Province of Namur was present throughout the proceedings as were numerous other Provincial and local dignitaries.

An official luncheon offered by the Burgomaster and the Town Council was followed by wreath laying ceremonies at the Belgian and British war memorials at the Namur cemetery; this was followed by a visit to the Namur Fair, decorated this year on a British theme and in which there was an official British stand, featuring a Watney pub, a display of

(Continued on next page)

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veteran British cars surrounding a replica of the statue of Eros, and a new Rolls-Royce Silver Shadow; visits to some of the Week's main supporting features completed the programme of visits.

The final event of the Opening Day was a reception given by Sir John and Lady Beith in Namur's modern and impressive Maison de la Culture for some 450 local tradesmen.

Numerous events of a commercial or cultural nature took place during or shortly before the Week, the most important of these being two Fashion Shows co-ordinated by Courtaulds (Belgium) SA and which featured not only the products of member firms of the Courtaulds group but also the garments of 10 other United Kingdom clothing manufacturers who are represented in Belgium; a joint cookery demonstration using Cannon brand cookers, and Kenwood domestic electric appliances, a whisky-tasting evening, offered by a leading Belgian importer, in Namur's famous Casino, and a recital by the well-known British pianist John Clegg.

Supporting exhibitions included a collection of Richard Smith's graphics and multiples (by courtesy of the British Council), replicas of the Crown Jewels and Scottish Regalia, which were very effectively displayed in Namur's leading banks, the former being supported by an impressive collection of British decorations and by the Coldstream Guards 'Brussels Colour', this being the Standard offered to the regiment by the population of Brussels in July 1945 to commemorate the part it played in the liberation of the city the previous September.

Another of the highlights of the Week was a banquet at the Namur Casino organized by the Frairie de Jean Bietrume Picar, an ancient Namur fraternity.

It is always difficult to produce an accurate analysis of the commercial value of a promotion of this nature but it is, nevertheless, quite clear that this Shopping Week was a success from both the commercial and popular aspects. The fact that Value Added Tax was to be introduced in Belgium on January 1 resulted in retailers reducing their stocks towards the end of 1970, and there is every indication that the subsequent buying by Namur retailers at the beginning of the year comprised a higher proportion of British goods than would normally have been the case, when pre-British Week buying would in any event have shown greater bias towards United Kingdom products.

Improved prospects

The Namur retailers in general, and the department stores in particular, made very commendable efforts to display British goods to their fullest advantage, and the Belgian agents in the consumer field who participated (and from whom the Embassy always receives a great deal of support) are enthusiastic about their improved sales prospects.

One British brewery alone discovered 43 new retail outlets and appointed an additional wholesaler for the area, whilst one café was reported to have sold more British beer during the Week than during the previous two years!

Five department stores in Namur all reported large increases on their sales during the corresponding period of 1970. One store achieved record sales of 'pop' style garments. There were also substantial increases in sales of British confectionery, biscuits, whisky, gin, and beer.

Finally, quite a number of new British lines were introduced into one store during the Week including Mary Quant products, Huntley and Palmers biscuits, Chivers jams, Lipton's tea, and Mackintosh confectionery. There were also good sales of Ercol furniture, and considerable interest in Tomkinson's carpets.

Shopping Weeks of the Namur type are always popular in Belgium, for there is a genuine warmth of feeling here for Britain and British goods, and there is little doubt that the effort and expense involved is more than compensated by the immediate and continuing commercial benefits.

Charter flight to San Francisco

A SPECIAL AIR charter service, available to anyone with bona fide reasons for visiting British Week in San Francisco (October 1-9) will be run by American Express International.

The service will operate through Caledonian/BUA under a licence granted by the Air Transport Licensing Board. A Boeing 707 is scheduled to leave London/Gatwick at 9.00 on September 28 to arrive in San Francisco/Oakland in mid-afternoon (local time) on the same day. The flight will return from San Francisco to Gatwick on October 10.

The total inclusive cost of the arrangements offered at different hotels is from £194 to £225 per person.

Inquiries should be made to Group Sales (United Kingdom), American Express International, 9 Orange Street, London, W.C.2.

Newcomers to Utrecht show pleased with results

FROM THE BRITISH EMBASSY (COMMERCIAL DEPARTMENT), THE HAGUE

CLOSING JUST before Easter, the International Building Exhibition (April 1-8) was the first trade fair at Utrecht to have filled nearly all of the available space in the Royal Netherlands Industries Fair complex.

Until this year the regular biennial building trade show incorporated a section devoted to heating, ventilation and air conditioning, but, as reported in this journal a few weeks ago, products in these three fields now have an exhibition entirely to themselves.

It was a reflection of the size and competitiveness of the Dutch market for building materials and machinery that the organizers had found little difficulty in filling the five exhibition halls and an extensive open-air site.

The increase in the total space occupied from 54,000 square metres two years ago to nearly 64,000 square metres this year was accounted for by a much bigger entry of items of contractors' plant ranging from the smallest roller to the heaviest of lifting apparatus.

However, the increase in the number of participants, compared with the last exhibition of this kind (532 as against 480) was fairly evenly divided between the materials and machinery exhibitors.

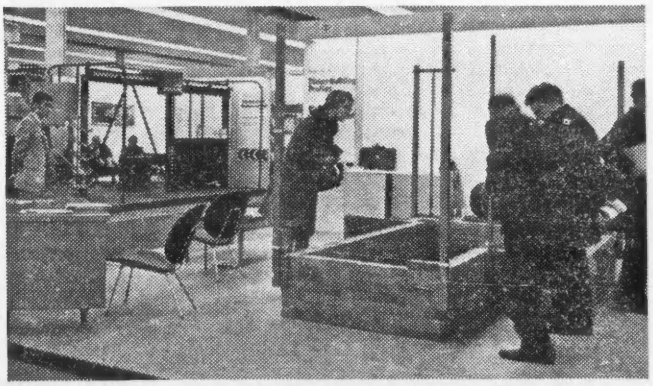
It was to be expected that, given the continual demand for more housing in the Netherlands together with the new industrial projects and road and water communication construction and maintenance programmes, the speeches at the opening of the exhibition would stress the need for more economical building methods. More standardization and a greater use of computer techniques at all stages of the building process were, said the Minister for Housing and Physical Planning, essential for the revitalization of the Dutch building industry.

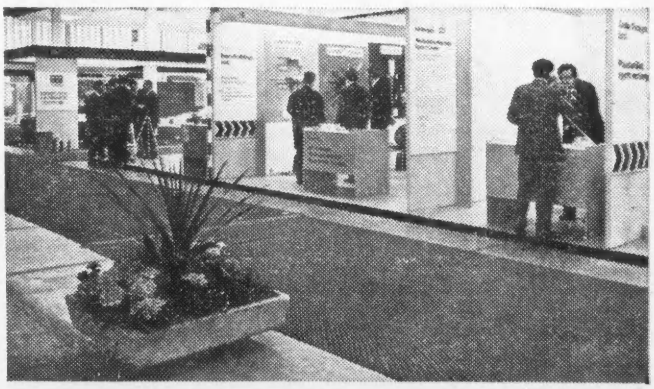
The number of foreign manufacturers directly represented at the exhibition was 37 with well over half of these on two combined national stands, one from Italy, whose exhibits were mainly confined to ceramic tiles and door furniture, and, the other from Britain.

The British joint venture, sponsored by the Building Materials Export Group and supported by the Department of Trade and Industry, was composed of 12 firms occupying two island sites at the main entrance of the Marijkehal. Nine of them, already represented by local agents, were showing a wide range of products including automatic car-park systems, industrial doors, roofing and cladding materials, suspended ceilings, building fittings, waste disposal units, steel shelving and surveying instruments.

All of these reported a fair amount of interest from visitors and thought that extra business would result from the inquiries that had been received during the exhibition.

It was, however, the products of the three newcomers to Utrecht which aroused the most interest, a duo-window system, a domestic refuse chute, building profiles and mobile floodlight units. Well before the end of the exhibition enthusiastic agents had been lined up for the first three of these products and the prospects were favourable for the floodlight manufacturer.





Business was good for the British films participating in a joint venture at the Utrecht Building Exhibition, with the prospect of more orders following inquiries received during the show.

Many new contacts established at Interclean

FROM THE BRITISH EMBASSY (COMMERCIAL DEPARTMENT), THE HAGUE

INTERCLEAN '71, the international trade fair for industrial maintenance and cleaning, was held in the RAI exhibition hall in Amsterdam from April 20-23. Also held in conjunction with Interclean '71 were two other specialized exhibitions covering municipal cleaning and waste processing and also industrial safety.

There were some 80 stands showing a wide range of apparatus, materials and services connected with the maintenance and cleansing of industrial premises, offices, hotels and other large applications, and initial reports suggest that attendance was appreciably higher than at the 1969 event.

A noticeable feature was the combined display of British products which was jointly sponsored by the British Institute of Cleaning Science and the Department of Trade and Industry. In total, ten British companies were exhibiting their products and, in addition, there was an information stand manned by officials of the Institute.

Wide range

The products included power machinery such as industrial vacuum cleaners and floor maintenance equipment, carpets, cleaning appliances, bulk material handling units and chemicals. It was apparent from the comments made by the participants that the joint British display had been well worth while.

Those companies exhibiting in conjunction with their local agents found the exercise particularly useful in making new contacts as well as for maintaining relationship with established customers, whilst the majority of the companies who were not represented at the beginning of the exhibition received a number of inquiries from local companies wishing to handle their products in the Netherlands. A number of useful orders were also obtained.

The joint venture British stand was the only national exhibit. The design and layout of the stands, on an open principle giving the impression of light and space, was most attractive and favourably commented upon by both exhibitors and visitors. This, no doubt, contributed to the overall success of British participation.

Small craft in demand at Stockholm Boat Show

From the British Embassy, Stockholm

A TOTAL of 20 British firms participating in a joint venture sponsored by the Ship and Boat Builders National Federation made up the biggest foreign stand at the Stockholm International Boat Show 'Ahoy' held at St. Erik's Massan from March 20-April 4.

The show, which was opened by King Gustaf Adolf of Sweden, was the first official event to be held in the new National Exhibition Centre at Alvsjo. A total of 149,070 people visited the Centre during the 16 days of the exhibition.

At a time when Britain's share of the Swedish pleasure boat market has dropped the interest shown in the British exhibits was encouraging. The following table outlines the British performance over the last two years in Sweden which has long been regarded as a traditional export market for boats and fittings.

1969		
UK percentage	Share of total market	7.6 per cent
UK percentage	Share of Imports	13.3 per cent
1970		
UK percentage	Share of total market	5.9 per cent
UK percentage	Share of Imports	11.0 per cent

Orders for some 78 boats valued at 1.2 million Kronor were confirmed and generally speaking both manufacturers and agents alike expressed optimism for the future.

Pleased with outcome

Manufacturers of smaller craft not surprisingly weighed in with the majority of orders taken. Pearson Brothers (England) Ltd., of Arundel, Three Stokes Marine Ltd., Burnham-on-Crouch, and Honnor Marine Ltd., Totnes, the latter being a newcomer to the Swedish market, all expressed satisfaction at the outcome.

It was noticeable that the demand was for smaller craft. The reasons for this can probably be traced in the rise in value-added tax from 10-15 per cent and the credit restrictions prevailing in Sweden at this time. It is also possible that the breakdown in wage negotiations had an unsettling effect on public demand.

The prices of the British boats appeared to be competitive and with more attention being paid to design and finish it is hoped that the downward trend in Britain's share in the Swedish market can be reversed.

EXHIBITING ON THE CONTINENT...

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Changes in the Programme of Trade Promotions and in the Classified Lists of Trade Fairs and Exhibitions throughout the world (published on March 3 1971)

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH DEPARTMENT OF TRADE AND INDUSTRY ASSISTANCE

Further details about an event may be obtained from the officer named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the DTI co-operates with trade associations and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

(b) SPECIALIZED

DELETE – 1971

CHICAGO:
World Household Goods Exposition – June 16-20, 1971

ATLANTIC CITY:
Air Pollution Control Association: 64th Annual Meeting and Exhibition – June 27-July 1, 1971

LOS ANGELES:
California Gift Show – July 25-30, 1971

MALMO:
A Cleaner World (Section of the International Trade Fair) – August 13-22, 1971

PARIS:
French Physics Exhibition – December 6-11, 1971

AMENDMENTS – 1971

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan) – October 14-18, 1971
This entry should be amended to read:
Joint venture with the British Institute of Cleaning Science.
(Mr. J. W. Coupar, Ext. 571)

LISBON:
Engineering Symposium and Exhibition – November 1-5, 1971
The dates of this entry should be amended to read:
November 9-12, 1971.

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Eqipment Exhibition (Europort) – November 9-13, 1971
This entry should be amended to read:
Joint venture with the British Marine Equipment Council.
(Miss F. King, Ext. 7092)

ADDITIONS – 1971

NEW YORK:
Electro-Optical Systems Design Conference – September 14-16, 1971
Joint venture with Scientific Instruments Research Association.
(H. Gladwell, Ext. 318)

LUXEMBURG:
European Hairdressing Championships and Exhibition – September 19-21, 1971
Joint venture with the Hairdressing Manufacturers and Wholesalers Association Ltd.
(J. W. Coupar, Ext. 571)

NEW YORK:
National Hardware Show – October 11-14, 1971
Joint ventures with.
(i) Federation of British Horticultural Exporters
(ii) Hardware manufacturers Association.
(H. Gladwell, Ext. 318)

NEW YORK:
Business Equipment Exhibition – October 25-29, 1971
Joint venture with Business Equipment Trade Association.
(H. Gladwell, Ext. 318)

LOUISVILLE:
International Building Exposition and Congress (Inbex) – October 31-November 3, 1971
Joint venture with the Building Materials Export Group.
(P. J. Dring, Ext. 7097)

DELETE – 1972

TORONTO:
Floor Covering Show – January 1972

AMENDMENTS – 1972

HANOVER:
Hanover Fair – April 20-28, 1972
This entry shold be amended by adding:
(vii) British Internal Combustion Engine Manufacturers Association.

ADDITIONS – 1972

MILAN:
Fur Fair (Comis Pel) – March 19-23, 1972
Joint venture with the British Fur Trades Association.
(J. W. Coupar, Ext. 571)

ZARAGOZA:
International Agricultural Machinery Fair – March/April, 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)

BRUSSELS:
International Industrial Equipment Exhibition – May 27-June 3, 1972
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)

BASLE:
International Wire Exhibition – May 30-June 3, 1972
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

JOHANNESBURG:
South African Building Exhibition – August 2-10, 1972
Joint venture with Building Materials Export Group.
(K. R. Timmins, Ext. 7104)

CHICAGO:
National Machine Tool Builders Association Show – September 5-15, 1972
Joint venture with the Machine Tool Trade Association.
(P. J. Dring, Ext. 7097)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS) October 1972
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

'TARGET CALIFORNIA'

SAN FRANCISCO
Western Plant Engineering and Maintenance Show – November 14-16, 1972
Joint venture with appropriate trade associations.
(C. J. Mather, Ext. 265)

ADDITIONS – 1973

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtecnic) – January-February 1973
Joint venture with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011).

ZURICH:
International Cycle and Motor Cycle Exhibition – February 1973
Joint venture with appropriate trade associaion.
(T. E. Kerfoot, Ext. 7011)

BASLE:
International Fair for Medical Electronics and Bioengineering (MEDEX) – March 1973
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

BASLE:
International Exhibition of Industrial Electronics (INEL) – March 1973
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

FRANKFURT:
Chemical Engineering Exhibition and Congress 'ACHEMA' – June 20-27, 1973
Joint ventures with:
(i) British Chemical Plant Manufacturers' Association.
(ii) Scientific Instruments Manufacturers' Association.
(iii) British Laboratory Ware Association.
(K. J. C. Edgington, Ext. 7201)

TEL AVIV:
International Trade Fair (Technology II) – June 1973
The Department of Trade and Industry may organize a British Pavilion at this event.
(J. A. Swinton, Ext. 7209)

BASLE:
International Water Sewage and Air Purification Exhibition (PRO-AQUA) – June 1973
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

BASLE:
International Hotel and Catering Exhibition (IGEHO) – November 1973
Joint ventures with appropriate trade associaions.
(T. E. Kerfoot, Ext. 7011)

(c) BRITISH WEEKS AND STORE PROMOTIONS

ADDITIONS – 1971

GERMANY
WOLFSBERG AND LUBECK:
Store Promotion – August Haerder Gmbh – June 5-19, 1971
(K. J. C. Edgington, Ext. 7201)

Amendments and Additions to Classified Trade Fairs and Exhibitions—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Department of Trade and Industry, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, EC4M 7HU, will be pleased to answer general inquiries. The telephone number of the DTI is 01-248 5757, extensions:

Eastern Europe, including Eastern Germany, North Africa, Middle East	7246
Bonn, Cologne, Dortmund, Dusseldorf, Essen and Hamburg	225
Other towns in West Germany	7180
France, Iceland and Norway	7205
Denmark, Finland and Sweden	7207
Switzerland, Netherlands, Belgium, Luxembourg	7011
South and Central America, Italy, Spain, Portugal Austria, Irish Republic, Greece, Turkey, Cyprus, Malta and Africa	505
Australia, New Zealand, Asia	7099
United States, Mid West and West Coast only	265
Other towns in the United States, Canada, Caribbean	7094
United Kingdom	7109

Information can also be provided about other events, which owing to space limitations, are not included in the lists.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

DELETE – 1971

NANCY:
International Exhibition of Urban Equipment – September

AMENDMENTS – 1971

BOLOGNA:
International Foodstuffs Exhibition – March
Dates should be amended to read September 22-26.

FLORENCE:
Shoe and Leather Fair – September
Date should be amended to read September 8-13.

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) – October
The dates should be amended to read October 10-12.

LISBON:
Engineering Symposium and Exhibition – October
Date should be amended to read November 9-12

ADDITIONS – 1971

KRANJ:
International Trade Fair – August 6-17
Apply, General Manager, Mr. Alojz Okorn, Gorenjski Sejem Cesta, Staneta Zagarja 27, 64000 Kranj (Ta: Sejem Kranj) (Tel: 21-580).

COPENHAGEN:
Fashion Fair – September 12-15
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

BUDAPEST:
International Electronics Conference and Exhibition – September 13-19
Apply, Mr. Gyorgy Rech, Budapest V, Arany Janes utca 24.

LUXEMBOURG:
European Hairdressing Championships and Exhibition – September 19-21
Apply, Hairdressing Manufacturers and Wholesalers Association Ltd., 69 Cannon Street, London, EC4.

BUDAPEST:
2nd International Mechanical Handling Exhibition – October 8-18.
Apply: Hungexpo, Hungarian Foreign Trade Office for Fairs and Publicity, (Miss Kallas), Budapest xiv, Varosliget.

GOTHENBURG:
International Technical Exhibition of Environmental Care (SCANMILJO 71) – October 22-27
Apply, Scandinexpo AB, Stampgatan 38, 411 01 Goteburg.

BELGRADE:
16th International Book Fair – November 11-17
Apply, Beogradski Sajam, Bulevar Vejvode Misica 14, PO Box 408, Belgrade.

BELGRADE:
2nd International Exhibiton of Modern Educational Aids and Equipment – November 13-21
Apply, Beogradski Sajam, Bulevar Vojvode Misica 14, PO Box 408, Belgrade.

GOTHENBURG:
International Industrial Fair for Motor Car and Car Repair – Shop Equipment (ALLT FOR BILEN 71) – November 25-30
Apply, Scandinexpo AB, Stampgatan 38, 411 01, Goteborg.

PARIS:
15th Laboratory Exhibition – December 6-11
Apply, British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London, EC4 (Tel: 01-583 0581).

PARIS:
Physical Society Exhibition – December 6-11
Apply, Comite d'Expositions, 33 rue Croulebarb, Paris 13e.

DELETE – 1972

COPENHAGEN:
Danish Furniture Fair – May

AMENDMENTS – 1972

MUNICH:
International Trade Exhibitions of Building Materials, Structural Elements and Interior Finishing (BAU) – February 5-13
The dates should be amended to read January 29-February 6.

COPENHAGEN:
International Boat Show – February
The dates should be amended to read February 5-13.

UTRECHT:
International Food Fair (ROKA) – February
Dates should be amended to read February 14-18

UTRECHT:
World Packaging Exhibition (MACROPACK) – March
Dates should be amended to read March 15-22.

MILAN:
Exhibition of Hydraulic Pneumatic and Lubricating Apparatus – March/May
Date should be amended to read March 10-15.

MUNICH:
Internatonal Light Industries and Handicrafts Fair – March
The dates should be amended to read April 8-16.

SAARBRUKEN:
International Saar Fair – April
The dates should be amended to read April 15-23.

HANOVER:
International Air Show – April/May
† The dates should be amended to read April 21-May 1.

MUNICH:
3rd International Trade Exhibition and Congress for Biochemical Analysis (ANALYTICA) – April/May
The dates should be amended to read April 25-28.

KRANJ:
General Fair with International Attendance – August 4-15
Should be amended to read:
International Trade Fair – August 6-17 1972.
Apply, General Manager, Mr. Alorjz Okorn, Gorenjski Sejem Cesta Staneta Zagarja 27, 64000 Kranj (Ta: Sejem Kranj) (Tel: 21-580).

MUNICH:
International Exhibition of Groceries and High Class Provisions (IKOFA) – September
The dates should be amended to read October 14-20.

COLOGNE:
International Photo and Cine Exhibition (PHOTOKINA) – October
The dates should be amended to read September 23-October 1.

MUNICH:
International Trade Fair for Production in the Electronics Industry (ELECTRONICA) – November
The dates should be amended to read November 23-29

ADDITIONS – 1972

COPENHAGEN:
Household Goods Exhibition 1972 –
Apply, Fairs and Promotions Branch (Extn. 7207)

PARIS:
International Audio Visual Exhibition – February
Apply, CIDAV, 7 Aveneue George V, Paris 8e.

PARIS:
Knitting Industries Exhibition – February
Apply, French Trade Exhibitions, 196 Sloane Street, London, SW1 (Tel: 01-235 3234).

MUNICH:
International Sports Equipment Exhibition (ISPO '72) – March 9-12
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London W1 (Tel: 01-486 1951).

MILAN:
Fur Fair (COMIS PEL) – March 19-23
Apply, COMIS, Piazzale Cadorna 15-20123, Milan.

VERONA:
International Agricultural Fair – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel: 01-486 1951).

COPENHAGEN:
International Transport Exhibition (NORDTRANS) – June 2-7
Apply, UFESAS, Vestagervej 5, 2100 Copenhagen 0.

MILAN:
International Shoe and Leather Show (MICAM) – September
Apply, MICAM, Via 1, Nievo 33-20145, Milan.

AMSTERDAM:
Office Machinery and Equipment Exhibition – October 17-25
Apply, RAI, Gebouw NV, FERD. Bolstraat 155, Amsterdam.

AMSTERDAM:
International Electronic Components Exhibition FIAREX) – October
Apply, Secretariat Fiarex-Organisat, Minervalann 82, Amsterdam

MUNICH:
International Sewage and Water Treatment Engineering Exhibition (IFAT) – November 3-9
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel: 01-486 1951).

AMSTERDAM:
International Cleaning and Maintenance Exhibition (INTERCLEAN) – November
Apply: RAI Gebouw NV, Europaplein, Amsterdam.

AMENDMENTS – 1973

VIGO:
World Fishing Exhibition –July
Date should be amended to read September

ADDITIONS – 1973

MILAN:
International Exhibition of Packing and Packaging Mechanical Handling and Food Processing Industrial Machinery (IPACK-IMA) – 1973
Apply, IPACK-IMA, 62 Via Cowlo Ravizza, Milan.

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (MICRO-TECHNIC – January-February
Apply, AGIFA Postfach 257, 8033, Zurich.

COPENHAGEN:
Sports and Racing Car Exhibition – February
Apply, Erhvervenes Udstillingsselskab, Bella-Centret A/S Hvidkildevej 64, 2400 Copenhagen NV.

GENOA:
International Boat. Camping and Caravan Exhibition – February
Apply, E A Fiera, Internaionale di Genoa Piazzale, J F Kennedy 16129, Genoa.

VIENNA:
International Office Organisation Exhibition – February
Apply, Arbeitsgemeinschaft Buroorganisation Karl Schwaighofgasse 14 1070, Vienna

OFFENBACH:
International Leather Goods Fair – February
* Apply, Offenbaches Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

ZURICH:
International Cycle and Motor Cycle Exhibition – February
Apply, Zuspa Internationale Fachmessen und Spezial-Ausstellungen, Thurgauerstrasse 7, 8050 Zurich.

FRANKFURT:
International Trade Fair (SPRING) – February
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4 (Tel: 01-236 5050).

MALMO:
Motor Show – February/March
Apply, Sydexpo AB, Vastanvag 7, 216 13, Malmo.

MUNICH:
International Exhibition of Building Machinery (BAUMA) – March 3-11
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel: 01-86 1951).

BASLE:
International Fair for Medical Electronics and Bio Engineering (MEDEX) – March 6-10
Apply, MEDEX, PO Box 21, CH 4000, Basle 21.

BASLE:
International Exhibition of Industrial Electronics (INEL) – March 6-10
Apply, Exhibition Management, Swiss Industries Fair, Basle 21.

MUNICH:
Internatonal Exhibitions of Sports Equipment (ISPO 73) – March 15-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel: 01-486 1951).

MILAN:
14th Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering (MOSTRA CONVEGO) – March
Apply, MOSTRA CONVEGNO, Via Fratelli Pressan 2, 20126 Milan.

BOLOGNA:
International Shoe and Leather Fair – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London W1X 2AQ (Tel: 01-734 0511).

FRANKFURT:
International Exhibition for Heating and Plumbing Equipment – March
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4 (Tel: 01-236 5050).

STOCKHOLM:
International Boat Show – March
Apply, St. Erik's-Massan, Storangsvagen 18, 115 34 Stockholm.

ZARAGOZA:
International Agricultural Machinery Fair (FIMA) – March/April
Apply, Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

MUNICH:
International Light Industries and Handicrafts Fair – April 7-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel: 01-486 1951).

UTRECHT:
International Packaging Exhibition (MACROPAK) – April
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel: 01-486 1951).

BOLOGNA:
Internatonal Book Fair for Children and Youth – April
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1X 2AQ. (Tel: 01-734 0511).

BOLOGNA:
International Perfumery and Cosmetics Exhibition – April/May
Apply, Exhibitions and Trade Fairs (International) Ltd., 10 Clifford Street, London W1X 2AQ (Tel: 01-734 0511).

MILAN:
Carpet and Furnishing Textiles Fair – May
Apply, Via Galeno 27, Milan.

SANTAREM:
Ribatejo Agricultural Fair – June
Apply, Secreterio Feria Nacional de Agricultura, Feria do Ribatejo.

LISBON:
International Trade Fair – June
Apply, State Information and Tourist Office for Portugal, 20 Lower Regent Street, London, SW1 (Tel: 01-930 2455).

BASLE:
International Water Sewage and Air Purification Exhibition (PROAQUA) – June
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street London W1 (Tel: 01-636 9325).

DUBLIN:
International Hospital Congress and Exhibition – June
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London W1 (Tel: 01-734 0855).

MUNICH:
International Radio and Television Exhibition – August 25-September 2
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel: 01-486 1951).

MILAN:
International Shoe and Leather Show (MICAM) – August/September
Apply, MICAM, Via 1, Nievo 33-20145, Milan.

MILAN:
International Office Machinery and Equipment Exhibition (SMAU) – September
Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

TURIN:
International Fashion Trade Fair (SAMIA) – September
Apply, Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks.

AMSTERDAM:
International Radio and Television (FIRATO) – September
Apply, RAI Gebouw NV, 8 Europaplien, Amsterdam.

DUBLIN:
Irish International Food and Drink Fair – September
Apply: Industrial Trade Fairs (Ireland) Ltd., 39 Fitzwilliam Street, Dublin 2.

DUBLIN:
Irish Hardware and Household Goods Exhibition – October
Apply: Industrial Trade Fairs (Ireland) Ltd., 39 Fitzwilliam Street, Dublin 2.

BOLOGNA:
International Building Exhibition – October
Apply, Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, London W1X 2AQ (Tel. 734 0511).

MILAN:
Industrial Cleaning Maintenance and Sanitary Exhibition (PULISAN) – November
Apply, PULISAN Via Paolo-da Cannobio 9 20122 Milan.

MILAN:
International Cycle and Motor Cycle Exhibition – November
Apply, National Association of Cycle, Motor Cycle and Accessories Manufacturers Via Mauro Macchi 32, Milan.

BASLE:
International Hotel and Catering Exhibition (IGEHO) – November
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W1 (Tel. 01-636 9325).

UTRECHT:
International Furniture Exhibition – November
Apply, Exhibition Consultants Ltd., 11 Manchester Square, Lonlon W1 (Tel. 01-486 1951).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

AMENDMENTS – 1971

LIMA:
Pacific International Trade Fair – November 18-28
Dates should be amended to read: November 12-28.

ADDITIONS – 1971

SAN MATEO:
Semi-conductor Equipment and Materials Institute Convention – May 25-27
Apply, Richard A. Banks, Show Director, 1041 E Meadow Circle, Palo Alto, California 94303.

CHICAGO:
World Household Goods Exposition– June 16-20
Apply, Mr. P. Consolo, 22 East Huron Street, Chicago, Illinois 60611.

LOS ANGELES:
Pacific Coast Regional Restaurant Exposition – August 14-17
Apply, R. M. Riley, GM, Suite 612, 448 S Hill Street, Los Angeles, California 90013.

MONTREAL:
Furniture Market – August 15-19
Apply, E. L. Kastner, Exhibition Manager, PO Box CP 1002, Place Bonaventure, Montreal 114, PQ.

DAMASCUS:
18th International Fair – August 25-September 20
Apply, Directorate General, Syrian Arab Republic, Damascus.

LUANDA:
Marine Craft and Equipment Exhibition – September 1-12
Apply, A Comissao Organizadora, Salao Nautico, CP 1395, Luanda Angola.

LOS ANGELES:
Prestressed Concrete Institute Convention and Exhibition – September 19-23
Apply, W Burr Bennett Junior, Executive Director, 205 W Wacker Dr, Chicago, Ilinois 60606.

TOKYO:
Industrial Robot Show – September 23-29
Apply, The Nihon Kogyo Shimbun 7-2 1-Chrome, Ohtemachi, Chiyoda-ku, Tokyo, Japan.

CHICAGO:
Instruments Automation Conference and Exhibition – October 4-7
Apply, P. N. Meade, Exhibition Director, Penn-SHTN, 530 Wm. Penn Place, Pittsburgh, Pa. 15219.

LONG BEACH:
Long Beach Sailboat Show – October 22-31
Apply, E. R. Nichols, Show Manager, PO Box 90715, Los Angeles, California 90009.

OSAKA:
Inter-Living Fair – October 22-November 8
Apply, Osaka International Trade Fair Commission, 58 Hashizumecho, Uchihonmachi, Higashi-ku Osaka. (Tel. 06 (941) 2661 6939.

NEW YORK:
National Outerwear and Sportswear Association Suppliers Exhibition – October 24-27
Apply, J. Goldstein Esq., 347 Fifth Avenue, New York 10016

For your visit, **CONFERENCE** or **TRADE EXHIBITION** in **EUROPE** *get in touch with*

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CAPE TOWN:
International Industrial and Engineering Exhibition – November 5-13
Apply, Miss J. Evans, Industrial Exhibition Organizers (Pty) Ltd.; Cape Town Office 9th Floor, Trust House, Thibault Square, Cape Town PO Box 3032. Tel. 3-2131 and 3-2107).

LOS ANGELES:
Western Design Engineering Conference & Exposition – December
Apply, Mr. Austin G. Graff, Pres, Technical Industry Exposition Inc., 34 West Ritnam Avenue, Greenwich, Connecticut 05830.

DELETE – 1972

SAO PAULO:
International Building & Construction Exhibition – 1972

AMENDMENTS – 1972

OSAKA:
Japan Plastics Fair (JAPANPLAS) – 1972
Dates should be amended to read; October 9-16, 1972.

TOKYO:
International Good Living Show – October
Dates should be amended to read May 4-14.

ADDITIONS – 1972

NEW ORLEANS:
Meteorological Meeting – January 10-13
Apply, Executive Director, American Meteorological Society, Kenneth C. Spengler, 45 Beacon Street, Boston, Mass.

WASHINGTON DC:
39th Annual Meeting of the American Academy of Orthopaedic Surgeons – January 29-February 3
Apply, J. K. Hart Esq., 430 N Michigan Avenue, Chicago 60611.

MONTREAL:
Canadian Sporting Goods Association Convention and Exhibition – February
Apply, Miss G. Deschamps, Canadian Sporting Goods Association, 2115 Drummond Suite 20, Montreal 107.

CHICAGO:
International Automotive Service Industries Show – March 15-17
Apply, Hall Ericksen Inc., 7237-39 Lake Street, River Forest, Illinois 60305.

CHICAGO:
Design Engineering Show – April
Apply, Clapp & Poliak, 245 Park Avenue, New York, NY 10017.

CLEVELAND:
Mining Congress & Coal Show – May 8-11
Apply, J. Allerton Overton Jr., Exec. VP, 1100 Ring Building, Washington DC 20036.

TORONTO:
National Industrial Production Show – May 8-12
Apply, A. Stewart Riddell Esq., Show Management, 481 University Avenue, Toronto 2, Canada.

TOKYO:
Welding Show – June-July
Apply, Japan Welding Engineering Soc., The Sanpo Inc., 11, 1-Chome Kanda Sakuma – Cho Chiyoda-ku Tokyo, Japan. (Tel. Tokyo (253) 0111).

LOS ANGELES:
Western Packaging Exposition – July 10-12
Apply, Clapp & Poliak Inc., 245 Park Avenue, New York, NY 10017.

TOKYO:
The 2nd International Ocean Development Conference & Exhibition – October 4-9
Apply, The Secretariat, International Ocean Development Conference & Exhibition, Japan Management Association, No. 25 Shiba Park, Minato, Tokyo, Japan. (Tel. Tokyo (434) 6211).

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* **Trade and Industry.**

SAN FRANCISCO:
Western Plant Engineering and Maintenance Show – November 14-16
Apply, Mr. O. E. Bufe, Exec. Secretary, American Institute of Plant Engineers, 1021 Delta Avenue, Cincinatti, Ohio.

ADDITIONS – 1973

SAO PAULO:
International Building & Construction Exhibition – 1973
Apply, Alcantara Machado Comercio e Empreendimentos Ltda, Rua Brasilio Machado 60.

LIMA:
Pacific International Trade Fair – November
Apply, Feria International del Pacifico PO Box 4900, Lima, Peru.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

DELETE – 1971

HARROGATE:
The Clothing Institute's Fabrics and Equipment Exhibition – June 9-12. At Exhibition Centre.
Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2A 2DB (Tel: 01-242 1200).

LONDON:
24th Engineering Exhibition – November 9-11. At RHS New Hall SW1
*Apply, Engineering Industries Association, Southern Region, 3/7 Portman Square, London WIH OAE (Tel. 01-935 2241).

ADDITIONS – 1971

IPSWICH:
Anglia-Dutch Exhibition – August 28-September 11. At Suffolk Showground, Ipswich.
Apply,Eurolink Exhibitions (UK) Ltd., 26 Tacket Street, Ipswich, Suffolk (Tel. 0473 50747 & 59770).

LONDON:
International Watch and Jewellery Trade Fair – September 13-17. At Earls Court.
*Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WCIA IPB (Tel. 01-242 9011).

ADDITIONS – 1972

HARROGATE:
International Toy Fair – January 8-13. At Exhibition Hall, etc.
* Apply, Harrogate International Toy Fair Ltd., Finsbury Court Finsbury Pavement, London, EC2 (Tel. 01-606 8921).

LONDON:
International Hardware Trades Fair – January 24-28. At Olympia
* Apply, Universal Exhibitions Ltd., PO Box 43, High Wycombe, Bucks (Tel. 024022 8891).

HARROGATE:
Electric Living Trade Fair – February 1-5. At Hotel Metropole Exhibition Hall.
* Apply, Electricity Council, Marketing Department, Trafalgar Buildings, 1 Charing Cross, London SW1 (Tel. 01-930 6757).

MANCHESTER:
International Clean Air Exhibition – February 7-11. At Belle Vue
* Apply, E. Hugh, Esq., National Society for Clean Air, 134 North Street, Brighton BN1 IRG (Tel. 0273 26313).

LONDON:
International Carpet, Linoleum and Floor Coverings Fair (Carpex) – February 28-March 3. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, Lonlon WCIA IPB (Tel. 01-242 9011).

LONDON:
International Men's and Boys' Wear Exhibition (IMBEX) – February 28-March 3. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London WCIA IPB (Tel. 01-242 9011).

MANCHESTER:
Brighter Homes Exhibition – March 7-25. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall Deansgate, Manchester M3 4PH (Tel. 061 832 6363).

GLAGOW:
Scotland's Food Exhibition – April 11-22. At Kelvin Hall, Glasgow
* Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester M3 4PH (Tel. 061-832 6363).

MANCHESTER:
Northern Reprographic Exhibition – May 15-19. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester M3 4PH (Tel. 061 832 6363).

LONDON:
The London Meat Trade Fair – May 16-18. At RHS New Hall, S.W.1
Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London WC2A 2DB (Tel. 01-242 1200).

LONDON:
International Hospital and Health Services Exhibition (HHSE) – June 6-9. At Earls Court
* Apply, Contemporary Exhibitions Ltd., 21 Park Square East, Regents Park, London NW1 (Tel. 01-935 8200).

LONDON:
International Industrial Lubrication Exhibition Tribology – June 20-23. At RHS New Hall, SW1
* Apply, UTP Exhibitions Ltd., 36/7 Furnival Street, London EC4 (Tel. 01-405 4886).

LONDON:
International Poultry Show – September 5-7. At Olympia
*Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London SE1 (Tel. 01-928 3333).

HARROGATE:
Northern Floor Coverings Fair – September 5-8. At Exhibition Centre
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London WCIA IPB (Tel. 01-242 9011).

LONDON:
Woodworking Equipment and Materials Exhibition – September 5-9. At Alexandra Palace, London
† Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER:
Building Trades Exhibition – October 16-21. At City Hall
† Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061 832 6363).

LONDON:
London International Fashion Fair – October 23-27. At Olympia
* Apply, Industrial ant Trade Fairs Ltd., Commonwealth House, New Oxford Street, London WCIA IPB (Tel. 01-242 9011).

MANCHESTER:
Do-It-Yourself Exhibition – November 7-18. At City Hall
* Apply Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester M3 4PH (Tel. 061 832 6363).

LONDON:
National Exhibition of Cage and Aviary Birds – November 30-December 2. At Alexandra Palace, London
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London SE1 (Tel. 0-928 3333).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 20p. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

THE INDUSTRIAL RELATIONS BILL

An important announcement from LRS Publishers Ltd.

The proposals in the Industrial Relations Bill, and the way they will operate in practice are basic to the future of every business.

Yet company executives, trades union leaders, and even an ex-Prime Minister have confessed publicly that they cannot foresee the likely effects of the proposals.

CAN YOU?

LRS Publishers, an independent organization which specialises in providing business people with sound guidance on legal developments significant to industry, have already held two highly-successful conferences on the Bill. Now they have arranged a one-week scheme to make management, legal advisers to industry, personnel officers, and everyone else concerned with industrial relations and negotiations aware of the problems confronting them, and to offer practical solutions.

THIS FIVE-DAY CONFERENCE WILL BE HELD AT THE ROYAL GARDEN HOTEL, LONDON, W.8, JULY 5th-9th, 1971

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It will provide an intensive, well-conceived course for senior managers and advisers who cannot afford to spend months or even years, trying to acquaint themselves with the new law.

SEMINAR STUDY TOPICS will include: contract, tort, criminal law and the Industrial Relations Bill; the Industrial Relations Bill in the context of other statute law; rights of workers revised and re-defined; dismissal; the contracts of Employment Act, 1963; collective bargaining; machinery to police the Act; conduct of trade unions; obligations imposed on Employers' Associations; disclosure by employers.

SPEAKERS:
K. W. Wedderburn, Professor of Law at London University.
Bruce Reynolds, barrister and lecturer.
Alan Pardoe, lecturer.
Eric Wigham, sometime labour correspondent of *The Times* and a member of the Donovan Commission.
J. C. Wood, Professor of Law at Sheffield University.
Jim Mortimer, a member of London Transport Executive.
Martin Y. Cobb, deputy director, labour relations, the CBI.
George Doughty, general secretary of the Draughtsmen and Allied Technicians Association.
Eric S. Heffer, M.P., front bench spokesman.
Roy Lewis, lecturer.
Clive Jenkins, General Secretary, A.S.T.M.S.

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Overseas Trade and Exports

Anglo-Polish Long Term Agreement will be 'a solid base for trade expansion'

WELCOMING the Anglo-Polish Long Term Economic and Trade Agreement signed on April 21, Mr. Anthony Grant, Parliamentary Under Secretary of State for Trade, said that it was the first formal trade agreement of its kind between the United Kingdom and Poland and reflected the wish of both Governments to establish a solid base for the expansion of their trade.

'Apart from the USSR, Poland is our largest trading partner in Eastern Europe', said Mr. Grant, who was speaking at a London Chamber of Commerce luncheon in honour of Mr. Olszweski, the Polish Minister of Foreign Trade. During the past decade trade in both directions had increased significantly, he said, and for the last four years the overall visible trade between the two countries had exceeded £100 million in a year. He hoped that the United Kingdom would soon regain her former position and replace the Federal Republic of Germany as the principal Western exporter to and importer from Poland.

Britain's application for EEC membership

Mr. Grant said he was aware that because of the large proportion of agricultural goods among Polish imports to this country there was concern about the prospects for continued growth in Anglo-Polish trade. He recognized that the Polish Government, for its own internal reasons, wished to diversify its economy, at a time when it was also particularly anxious about the possible effects on its agricultural exports of the British application for membership of the European Economic Community.

'As you know', he said, 'our negotiations for entering the Common Market are still at a delicate stage and it is too early to predict the outcome. If we join there will in any case be a transitional period which will provide a breathing space not only for our own producers but for our trading partners outside the Community Area in which to adjust to the new circumstances. There are still many unknown factors – the precise terms and conditions of our eventual membership and also of the common commercial policy yet to be established by the Community. Given the extent of the unknown factors, it is not possible for us at this stage to estimate with any precision the effect of our membership on our trade with individual countries. However, we for our part have no reason to believe that an enlarged Community would become narrow and inward-looking. Furthermore, as a major trading nation, it will always be our objective to seek to remove obstacles to the rapid growth of world trade and we believe that the widening of the EEC to include Britain and the other applicant EFTA countries would be an achievement in this field from which all trading countries would ultimately stand to benefit. So, although we cannot today give precise predictions about the future, I think we can confidently conclude that there is no reason to assume that our trade with Eastern Europe in general and with Poland in particular is likely to be hampered by our membership of the EEC. Indeed the reverse seems more likely to be the case. As you know, trade between the existing members of the Community and Eastern Europe has expanded at one and a half times the rate of world trade with Eastern Europe over the period 1957 to 1967. Our own trade with Eastern Europe is also developing well and it therefore seems fair to conclude that our entry to the EEC would be likely to accelerate the expansion already taking place in trade between the Community countries and Eastern Europe.'

Mr. Grant continued that it would, of course, be necessary for Poland to change the structure of her exports to this country. It would be necessary to place more emphasis on the export of industrial and other manufactured goods. 'This, as we have already seen, is something which you already wish to do in the interests of developing your economy. We believe that we in this country can provide a valuable contribution towards the development of industry of all kinds in Poland – by the supply of plant and equipment and the sale of new technological processes under licensing and know-how agreements, and by manufacturing co-operation between firms. Our firms are already active in the Polish market and I think that your authorities are well aware of the high potential of this country as a supplier of advanced plant and technology required for the development of your industry.'

There is a promising market for Polish industrial and manufactured goods in the United Kingdom, Mr. Grant said. He added that, although there were still a few restrictions in certain Polish imports, the vast proportion of industrial and manufactured goods were fully liberalized and the British market was freely open to Polish supplies without discrimination of any kind. 'The door is open, the opportunities are here for you to detect and develop. You are welcome to sell your products here on equal terms with those of any other country, and, subject only to the tariff on which you enjoy most-favoured-nation treatment, on equal terms with our own manufacturers.

"Nothing could be fairer than that." Mr. Grant went on to warn, however, that careful market studies would be necessary if the Polish authorities wished to develop business in this field. They would have to study customer requirements and to produce what was wanted.

Referring to industrial co-operation between the two countries, Mr. Grant said that under the Long Term Economic and Trade Agreement the two Governments would agree to grant the most advantageous facilities available within the limits of their respective laws and regulations.

Co-operation projects

'In particular, in respect of co-operation projects which have been jointly recognized by both Governments as falling within the terms of the Agreement, the Governments will grant each other the most favourable treatment allowed by their laws and regulations and international obligations in respect of customs duties and charges and customs treatment generally. In addition deliveries of goods produced by co-operation projects recognized as such by both Governments will be free from certain quota restrictions. I am hopeful that these provisions will help to encourage industrial co-operation ventures between our two countries.

'In this connection I should however make plain the attitude – and indeed the capacities – of the British Government. It is certainly our wish to encourage and foster industrial co-operation. Ventures of this kind are already an important element in our overseas trade and are bound to play an increasingly important part in the future. We in the Government however, can only provide guidance and encouragement. The decisions whether to conclude particular deals must under our system rest with the individual firms and companies who will look for a commercial benefit to themselves in any particular deal before they will consider putting their names to it. We are ready to assist in every way possible. In particular by putting Polish enterprises which wish to conclude co-operation ventures in touch with potential partner firms in this country. Indeed, liaison arrangements have already been established between the sides to enable those contacts to be made. Once the two potential partners have been put in touch with each other, it is then up to them to pursue the discussions on their own account.'

TRADE AND FINANCIAL ARRANGEMENTS

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

FRANCE AND ALBANIA: The French *Moniteur du Commerce International* of April 5 announced that a new Trade Agreement between France and Albania for the period January 1 to December 31, 1971, was signed in Paris on March 22 of this year. French exports to Albania will include breeding stock, industrial oils and lubricants, chemical products, cellulose film, hides and skins, artificial and synthetic yarns and fibres, iron and steel including construction materials, tin, agricultural and industrial machinery and equipment . Albanian exports to France will include horses for slaughter, tobacco, pigmeat, copper cable, raw hides, carpets and handicrafts. The full French text may be seen on application.

EDB Exts. 423, 408, 288

ITALY AND IRAN: In a Circular dated February 2, the Italian Minister of Foreign Trade announced that, following the Decision of September 29, 1970, of the Council of the European Communities authorizing extension, the Trade Agreement between Italy and Iran signed on January 29, 1958, has been extended for a further year from February 10, 1971 to February 9, 1972. The quotas remain the same as established in 1963.

EDB Ext. 420, 475

NIGERIA AND CHAD: According to a recent Nigerian press release the Trade Agreement which was negotiated in May 1969 was signed at Fort Lamy on April 9, 1971. The Agreement provides, among other things, for non-discriminatory practices in all matters of trade, including transit trade and use of port facilities, between the two countries, and it is hoped that the favourable framework provided by the Agreement will lead to considerable expansion in trade and economic relations between them. The Trade Agreement has a three-year validity with provision to extend it for additional periods of one year each time if neither party gives notice to terminate it.

CRE Ext. 2334, 3064

UNITED KINGDOM AND EAST GERMANY – CORRECTION: In the notice concerning the United Kingdom-East Germany Trade Agreement for 1971, published in *Trade and Industry* of April 28 (page 210), the value of quota 3 in list B was omitted. It should read as follows:

List B – 1971 quotas for imports into the United Kingdom from East Germany January 1 to December 31

Quota No.	Tariff Heading	Description	Value cif £'000
3	ex 51.04 ex 56.07 ex 60.01	Fabrics of man-made fibre mixed with wool or fine animal hair the following: Fabrics in which man-made fibres predominate by weight	25

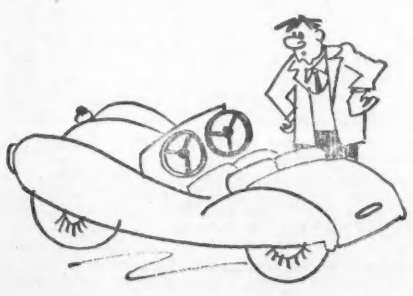
UNITED KINGDOM AID TO DEVELOPING COUNTRIES – ZAMBIA: At the request of the Zambian Government, Britain is financing a water resources survey, under technical assistance arrangements, in the copper belt region. The survey is being carried out by Sir Alexander Gibb and Partners and a number of engineers, hydrologists and a hydro-geologist are already working in Zambia, based on Kitwe. Mr. J. V. Corney, a partner with Sir Alexander Gibb, has left London to join them and work on a preliminary report which is required by the Zambian Government at the end of April. The report will identify construction projects which should be included in the Zambian Second Five-Year Development Plan (1972-76). It will also estimate the total capital cost, the cost of civil engineering work, and the cost of major items of plant, equipment and pipes which will have to be bought outside Zambia. A final report is required by the end of the year.

The copper mining industry and most of Zambia's industrial development are concentrated in seven towns in the copper belt. Increasing industrialization and subsequent urbanization will create conflicting demands for water, and plans for the integrated development of water resources in the copper belt are urgently required.

The consultants will assess the whole of the water resources both surface and underground of the Kafue River upstream of its confluence with the Lufwanyama, including the effects of water piped from the copper mines. The current use of water in the area for domestic, mining, agricultural and commercial purposes will also be reviewed and recommendations made for any measures which should be taken to eliminate waste and pollution. Forecasts for future demands for water which must be met when all natural resources in the area are fully developed are also required. Finally the consultants will prepare a master plan (up to 1985 with a projection to the year 2000) for the integrated development of all the water resources in the area in detail, including identifying construction projects which should be started before the end of 1976, and making detailed proposals for inclusion in the Second Five-Year Plan. The master plan will also indicate the approximate capital and recurrent costs of the initial stages of development and will recommend the level of charges for domestic and industrial consumption which will be needed. It is possible that a major part of the plan for developing the piped water supplies required in the region may be financed eventually by World Bank loans. Reference CRE 24383G.

CRE Ext. 2226

Ever been misunderstood?



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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in pink paper supplement of April 7 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 445, March 3 issue of Trade and Industry*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

Export salesmen of Crosland Filters Ltd., Nottingham, are off on their travels again, promoting sales of car and commercial vehicle filters in many parts of the world. When they return, on various dates in May and June, they will have covered over 55,000 miles. Mr. John McCauley, export sales manager (left), Nottingham, left recently on a six-week tour of Central America and the Caribbean, including Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica, Panama, the Grand Cayman Islands and Jamaica. Mr. Terry Drought (centre), area marketing supervisor for the Midde and Far East, left recently for a six-week tour of Singapore, Saudi Arabia, Jordan, Kuwait, Muscas, Oman, the Lebanon, Libya and Cyprus. Mr. Don Gordon (right), area marketing supervisor for the Western Hemisphere, left recently for a two-month tour of South America, the West Indies and the Canary Islands, visiting Brazil, Paraguay, Chile, Bolivia (his place of birth), Ecuador, Venezuela, Surinam, Guyana, Trinidad, Barbados, and the Canary Islands.

OUTWARD MISSIONS

£200,000 orders from Australian visit

A TRADE MISSION, sponsored by the Merseyside Chamber of Commerce and Industry, recently completed a successful one month's visit to Australia. This was primarily a follow-up to the equally successful mission to Australia in October 1969, five of those members participating in the recent mission.

Not all the members were from Merseyside, however, and a wide variety of industries were represented, ranging from sheet metal working machinery, pure chemicals and 'ethical' pharmaceuticals to 'non-slip' kitchen mats, spectacle frames and cases, and wooden picture frame mouldings.

Leader of the mission was Mr. James Kew, joint managing director of Cleveleys Shoe & Slipper Co. Ltd., a member of the 1969 mission, and the venture was organized in conjunction with the British National Export Council.

All the State capitals in Australia were visited, with the exception of Hobart and Darwin, and the mission was everywhere received with the utmost courtesy and friendliness. There is a ready market for British goods, if they are of the right type and price, and of the high quality traditionally associated with British goods, and although tariffs are in some cases exceptionally high, the members of the mission, as a whole, were confident of their ability to maintain and in some cases substantially increase their share of their particular market.

The value of orders received during the visit was in the region of £200,000, and the coming year was expected to produce additional business worth well over £500,000 in consequence of the visit.

Small firms represented in North America

THE SMALL INDUSTRIES COUNCIL for Rural Areas of Scotland is representing several small Scottish firms on a trade mission to North America organized by Paisley Chamber of Commerce and Industry Ltd. Mr. W. R. V. Percy, one of the Council's marketing officers, is travelling with the party, which is visiting Montreal, Toronto, New York, Los Angeles and San Francisco from May 1 to 22.

Products which he is promoting include knitwear, ties, sheepskin rugs, jewellery and home-made chutneys.

Prospecting overseas markets is not particularly easy for the small businessman who is tied by the day-to-day management of his company, and the Council makes every effort to encourage the enterprise shown by the firms who are taking part in this joint venture.

Hull Institute's Middle East mission

ORDERS worth £200,000 for paint, oil, furnishing fabrics and household products were achieved by the Hull Institute of Export mission, recently returned from the Middle East. In addition, orders for capital goods in hospital equipment, fibre-glass tanks, steel gratings and hand rails, portable buildings and garage equipment are expected to flow shortly as a result of contacts made with Government Agencies, etc, in Saudi Arabia, Bahrain and Kuwait.

The four-week, 11-man mission, plus a secretary from the Department of Trade and Industry, included representatives of five Hull firms and six from other areas and was a follow-up to a mission made 12 months earlier.

Members returned well satisfied with business achieved in the area, though many recognize that the market will become increasingly difficult and that the hard-sell, which can only be made by continuous individual visits, will be necessary to achieve future successes in Middle East markets, where evidence of German and Japanese competition is particularly strong.

Successful mission – now for British Week

SALES of at least £150,000 are revealed by a British Food Export Council report on the food mission to the United States in February. The mission has been described by Mr. W. Bowman as 'a highly successful selling mission.'

Mr. Bowman, managing director, international division, United Biscuits Ltd., chairman of the executive of the BFEC and chairman of BNEC's food and drink product group for the British Week in San Francisco in October, states: 'So far as the Week is concerned I shall be very disappointed if we do not sell at least £250,000-worth of British foodstuffs to the major retail outlets ready for the promotion. We currently export about £5 million worth of food to California and we intend to use the Week to help the food industry reach its target of an increase of 20 per cent in 1971.'

Although preparations for the Week by both the food and drink industries are well advanced, Mr. Bowman believes there is one particular area where greater efforts are necessary. 'A substantial improvement could be made in our exports to the States by those British companies in the United Kingdom in which America has a considerable investment stake. The American end of these companies expects Britain to buy from them – and she does – but in my view it is time that America accepted more of a quid pro quo *in relation to purchases from Britain.'*

As far as exports of drink are concerned, it is understood from a number of leading firms that the drink industry is also using San Francisco Week to boost its already substantial sales, currently worth about £20 million, in California. Estimates of extra business indicate that £250,000 is a conservative one.

A group of fashion buyers from Kuwait left London on April 30 after visiting several fashion shows. Their visit formed part of the Kuwait Trade Drive which commenced in January of this year and will reach a climax in October with the British Shopping Week with an emphasis on fashion at the Kuwait Hilton. The visit was sponsored by BNEC Committee for Middle East Trade (COMET) in association with the Clothing Export Council. Pictured at a London reception given by Lord Denman, chairman COMET, are (left to right): Lord Denman, Mr. Daulat Mirchandani, Saeed and Daulat; Jan Luckaick, Mr. Jashanmal Jhangyana, Jashanmal and Partners.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Sulphur pelletizing plant for Singapore

Humphreys & Glasgow Ltd., London, have received from the Royal Dutch/Shell group a £60,000 order for the design and supply of a sulphur pelletizing plant to be installed on the extension of the existing Shell refinery at Pulau Bukom, Singapore, operated by Shell Eastern Petroleum (PTE) Ltd.

In 1969 Humphreys & Glasgow were appointed licensing and sub-licensing agent for the design and construction of plant employing the EAD SULPEL process throughout Europe, Asia, Africa and Australasia, and have recently been licensed to offer the process in Canada. Marked interest in the process is reported in Western Canada, where plants of up to 1,500 tons/day are being negotiated, also from companies in West Germany, Austria, the Netherlands, Syria and Italy.

Initial order worth £12,000

Williaam Cox Ltd., Tring, Herts., are now completing a £12,000 initial order for precision-machined component parts for an American company located in Eire and engaged in medical engineering.

The order was secured by the Tring firm's associated company, Williaam Cox (Ireland) Ltd., Dublin, who are developing shaping and moulding techniques for thermoplastic sheet in the Irish Republic. As their facilities do not yet include precision machining, the order is being executed by Williaam Cox at Tring.

Valves for Bulgaria

After almost a year of discussions, Serck Audco Valves have won an order worth £142,000 for stop and control valves for a soda ash plant to be built in Bulgaria. Control valves worth £27,000 of the total will be manufactured by Serck Controls, Gloucester.

Swedish chemical plant contract

The process engineering division of Tarmac Construction Ltd., Ettingshall, Wolverhampton, have won a design, procure and construct contract from Chemacryl AB, of Broma, Stockholm, for a chemical processing unit. The plant, at Landskrona, southern Sweden, is scheduled to begin operations in January 1972.

Poland buys instruments worth £100,000

Contracts for the sale of Rank Precision Industries' instruments worth £100,000 were signed recently with Varimex, the Polish import-export organization. The order covers engineers' measuring and analytical instruments which are applicable to a cross-section of industry, including machine tools, bearings, steel and shipbuilding.

Abu Dhabi harbour paint order

Allweather Evode Paints Ltd., London, have won a £13,000 order for the supply of paint for deep-water wharves in Abu Dhabi. They are supplying Evokote pitch enamel to protect the wharf piles against corrosion and chemical damage.

Allweather are regular suppliers of specialized coatings and anti-corrosive treatments to all parts of the Middle East. Previous orders include coatings for runway markings at Dhanan, Amman, El Adem and Doha airports.

Orders from Mozambique and Iceland

Two New Idea 10-ft. fertilizer distributors (for spreading lime on sugar estates in Mozambique) and over 70 machines for use in Iceland have been supplied by Owen Agriculture of Prees, Whitchurch, Shropshire.

Packaged mini-burners for New Zealand

Felcoil Burners Ltd., London, have received an order from Cooke Heating Ltd., Auckland, New Zealand, for two GAT 5 fully automatic packaged mini-burners. Both burners are to be used in conjunction with a sectional boiler scheduled to be converted to firing on natural gas.

Two computers for Russia

International Computers Ltd. and Dataskil, their subsidiary software house, are to computerize the Moskvich car plant. The order, worth more than £1.8 million and one of ICL's largest deals to date in Eastern Europe, has been placed by V/O Autopromimport, the central Russian buying agency of the car industry. It is for two System 4-62 computers, recently added to ICL's range.

The two machines and their peripherals will control production in a large-scale factory expansion on the outskirts of Moscow.

Radiotelephones ordered

Pye Telecommunications Ltd. have received a £27,500 order for radiotelephones from their Dutch agents, Vernandel NV, Rotterdam. These will be specially adapted in Holland to become Marifones (marine radiotelephones). Over 1,200 are already in use in ships off the Netherlands.

Russian plants commissioned

Constructors John Brown have successfully carried out the commissioning of a 2,350 metric tonnes organic peroxide plant at Kazan, USSR, for V/O Techmashimport. The commissioning, phased in six stages, began in October 1970, and was completed at the end of March 1971. The CJB contract, approximate value £1.25 million, called for the design, procurement, supervision of erection and commissioning.

EXPORT SUCCESS STORY

Firth Cleveland Steel Strip Ltd., Tipton, are the 1970 winners of the Firth Cleveland group's Export Cup, awarded annually. Thanks to a large order intake in December, they swept past the cup-holders, Firth Cleveland Fastenings Ltd., Treforest, South Wales, to pip them on the post in a dramatic end to an exciting year.

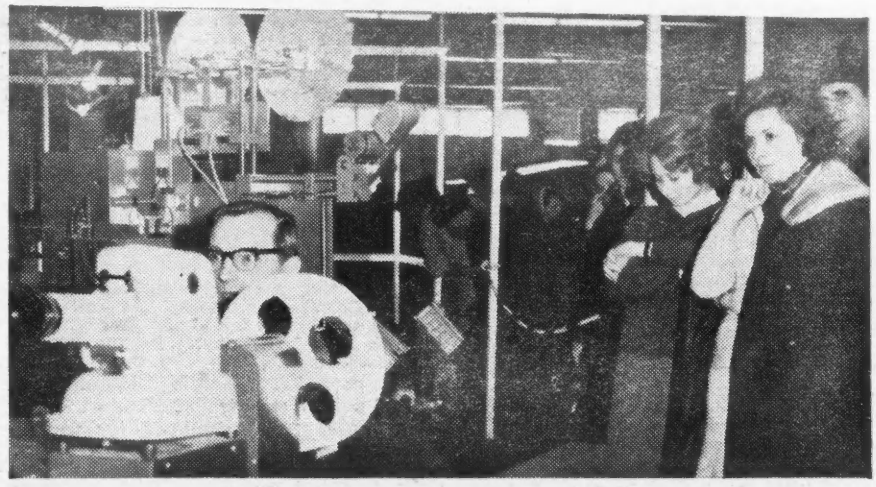
This inter-company group competition is having a healthy effect upon the export performance of the whole group. The 1970 figures, in only the second year of the award scheme, broke all records, just as the 1969 figures had themselves done a year previously. This year's total of nearly £5 million represents an increase of more than 20 per cent over 1969's total.

Another effect of the scheme is reflected in the recent news that last year's winners, Firth Cleveland Fastenings, have been awarded one of the 1971's Queen's Awards to Industry for Export Achievement – more than compensating for the company's last-minute disappointment at coming in second this time.

Apart from the cup, the winning company also 'earned' £1,000 worth of air-travel to further export efforts. The runners-up were awarded £500 worth of air-travel, and the Firth Co. Ltd., placed third, earned £250 worth.

The product ranges featured by the successful companies include hardened and tempered precision steel-strip, self-locking nuts, spring-steel fasteners, and steel wire for many purposes.

MOTION-PICTURE EQUIPMENT FOR RUSSIA



Typical of the crowds that gathered around the Bell & Howell stand throughout the Moscow exhibition, Kinophototechnika, this group watches a demonstration of the Habeltine colour film analyser. In the background is one of two Bell & Howell 35mm colour film printers on show. By the end of the exhibition, these, the Hazeltine and almost all other products displayed on the stand had been bought.

Another major order for professional motion-picture equipment, valued at over £130,000, has been gained from the Soviet Union by the London-based professional division of Bell & Howell Ltd. – the division's second six-figure order from the USSR in less than two years.

The products bought include two Bell & Howell 35mm colour film printers, for laboratories in Leningrad and Kiev, and a Hazeltine colour film analyser, an electronic device designed to ensure optimum colour quality when films are printed in bulk for distribution, for installation in Moscow.

The equipment is already in the Soviet Union, having been taken to Moscow for display at the recent Kinophototechnika exhibition.

£13,000 order from East Africa

PYE TMC have obtained a £13,000 order from Crown Agents on behalf of the East African Post and Telecommunications Department, for PMBX switchboards and associated telephones. This is the second order for such equipment to be specified by the EAPT, who are currently installing Pye TMC swichboards in a number of business premises throughout Kenya, Uganda and Tanzania. The switchboards are of the cordless type, operated by small lever keys.

Scandinavian breakthrough

A first order in the Scandinavian market has been obtained by Hoccom Developments Ltd., Bridgnorth, Shropshire, for their F.16 Filtermist units. The order, from Sweden, is for 27 units worth several thousand pounds. It follows an initial evaluation of the unit at a factory in Eskilstuna and a subsequent visit to Bridgnorth by a director of the Swedish company.

The unit, which can be fitted to virtually any machine tool, extracts at source oil mist created by the high-speed action of cutting tools using mineral oils as a coolant. The mist is a health risk to machine operators and, over a period, can also cause the build-up of oily deposits inside factory shops, with attendant fire risks.

Diesel engines for Irish dredger

Dorman diesel engines are installed as prime movers for main propulsion, dredger pump and dredger crane drive on the pontoon dredger 'Sligeach', built by James W. Cook, Colchester, for Sligo Harbour Commissioners.

Turpentine recovery system ordered

An order has been received by Wellman from Walmsleys (Bury) Ltd. for a turpentine recovery system to be installed at the Javelin Paper Corporation, Newfoundland. This order brings the total value of Wellman equipment for the Javelin project to over £300,000. The system is to be used in Javelin's pulp and paper plant, which produces vegetable turpentine as a by-product of the wood pulping process.

Wellman Incandescent Furnace Co. Ltd., Smethwick, Worcs., received this order following one previously placed by Walmsleys for a Swenson evaporator for Javelin.

£300,000 New Zealand contract

A contract worth nearly £300,000 for 40 power station auxiliary motors totalling some 14,000 hp for the New Zealand Electricity Department's new 600 MW power station at New Plymouth has been placed with Laurence, Scott & Electromotors Ltd., Norwich, by International Combustion Ltd., the boiler contractors. The consulting engineers are Messrs. Preece, Cardew & Rider.

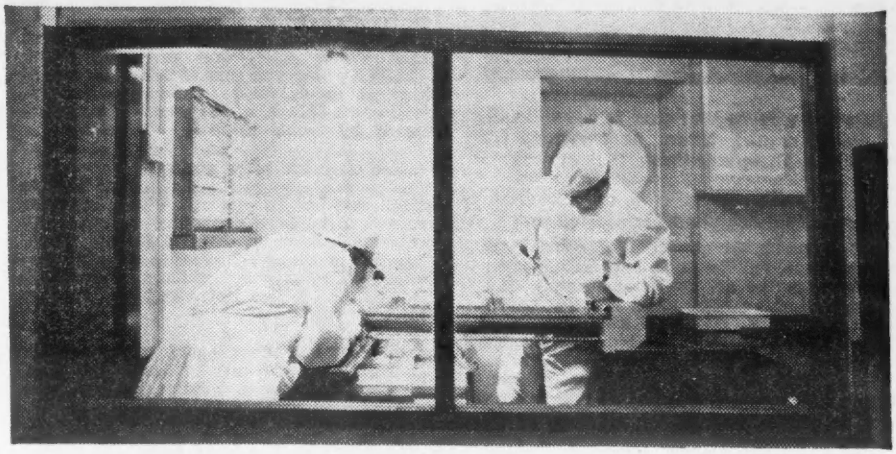
Generating sets for Thailand

Dorman Diesels Ltd., Stafford, have exported to Thailand 44 air-cooled engines to power diesel generating sets which will provide electricity for remote villages. The sets were assembled in Thailand by Dorman distributors, Term Engineering Ltd., Bangkok.

Success in Hong Kong market

An internal telephone system, the 'Keymaster' developed by Plessey Telecommunications group, is helping to meet the requirements of many small businesses in Hong Kong which require a small push-button internal telephone system which can also provide access to external lines.

A further order for 200 'Keymaster' systems has been received from the Hong Kong Telephone Company, bringing the total value of orders received from Hong Kong for this system to nearly £70,000 in 12 months. The orders have been gained in the face of strong competition.



Two Cable and Wireless men wiring up an equalizer to be used in a new coaxial telephone cable which will link Canada with Bermuda. The 'operating theatre' is a glass-panelled, air-conditioned and humidity-controlled cabin on board CS 'Mercury', flagship of the Cable and Wireless fleet. Equalizers, which basically control the level of amplification, contain gold-plated components and are worth about £20,000 each.

Sales to Japan top £250,000

Hugh Smith (Glasgow) Ltd., manufacturers of heavy machine tools, have secured two substantial orders from Japan to bring their total sales in this market in the past year to more than £250,000.

Sano Kozai, leading steel stockholders and suppliers of various products for steel construction, shipbuilding and general heavy industry, have ordered a 2,000-ton vertical plate bender for installation in a new plant now being constructed in Nagoya. The contract between the two companies originated with the Glasgow company's Japanese agents, Houlden & Co., Tokyo, and led to a visit to Glasgow by senior technical directors of the Japanese company and by their engineers for technical training and participation in trial operations before shipment.

The second order has been placed by Yamato Kogyo, who have ordered a 12.2-metre edge mill. This order – also initiated by Houlden & Co., as was the first Hugh Smith order in Japan in early 1969 – is for a 3,000-ton vertical plate bender, worth £100,000, for the Sakai iron works, Osaka, for the production of heavy-duty pipework and other cylindrical steel fabrication for the electricity undertakings.

These orders keep up the current trend by Hugh Smitn in selling more than 80 per cent of their production to export markets around the world.

Equipments for electricity authorities

Series 70 data acquisition equipments, introduced last year by the instrumentation division of Ferranti Ltd., Moston, Lancs., have been ordered by electricity supply authorities in both New Zealand and Australia. The equipment is claimed to give, for the first time, a rapid means of computing accurate loading patterns on distribution systems.

Pest control equipment ordered

The TIFA division of Todd Combustion Ltd., Swanley, Kent, is supplying 17 TIFA Powerfoggers to Saudi Arabia for use by the country's Public Health Authorities. The units, thermal aerosol generators used for large-scale mosquito and pest control programmes, have been awarded the United Arab Republic agricultural gold medal and Bavarian forestry gold medal.

Canadian contract of over £1 million

Whessoe have won a contract from Chicago Bridge Ltd. to supply tankage required for a new 100,000 barrel/day refinery to be engineered and constructed by Procon (Great Britain) Ltd. at Come-By-Chance in Newfoundland, Canada. The contract, valued in excess of £1 million, requires the supply of the fabricated materials associated with 56 fixed roof storage tanks up to 180ft. in diameter. Also included is one hemispheroid measuring 70ft. diameter x 48ft. high.

Over 11,000 tons of steel will be used for the fabrication of these tanks, which will be carried out at the Darlington works, and the first shipment is scheduled to leave Middlesbrough during late spring.

Gauges for French-built tankers

The first order for Fig. 2016 Whessoe gauges to be installed in Shell methane tankers has been received by Whessoe Systems and Controls Ltd., through their office in Calais, France. These cargo tank gauges will be installed in four 75,000 cu. m. methane tankers to be built by Chantiers De L'atlantique (Pehoet-Loire), St. Nazaire, for delivery during 1972/73 to the order of Shell Tankers (UK) Ltd. They will be manufactured at the Darlington, Co. Durham, factory and will have stainless steel bodies and 'Invar' tapes to give the greatest possible accuracy for this arduous service.

Record poultry exports

April ended for Ross Poultry Ltd., Grimsby, with the best single week's exports ever recorded. No fewer than 94,700 day-old parent chicks valued at more than £50,000 were airlifted to Austria, Belgium, Italy, Spain, West Africa and (via the Polar Route and Tokyo) Taiwan. Included in the total of 75,000 Ross I broilers, 10,900 Apollo white egg layers and 8,800 Ranger brown egg layers was a pilot order of Ross I's for Gambia.

Gauges for tankers

Whessoe Systems and Controls Ltd., Darlington, Co. Durham, have received orders through their Norwegian agent, A/S Skarpenord, for 204 Figure 2016 cargo oil tank gauges for the Akergroup of Norway. The gauges, valued at about £45,000, will be fitted in 12 283,000-dwt. tankers.

Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877); Export Services Division (ESD) and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations, Proposed Regulations, Directives and Decisions which affect the various agricultural and the fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations, Proposed Regulations, Directives and Decisions may be seen on application.

General

The *Journal Officiel* No. C37 dated April 20, 1971 contains the text of a Proposed Regulation relating to the suspension of applying the provisions specified for fixing in advance the levies and refunds in the various sectors subject to a common organization of the markets. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

Forestry plants and seeds

Directive No. 71/161/CEE concerns the external quality standards of sylvicultural propagation materials marketed within the Community (*Journal Officiel* No. L87 dated April 17, 1971).

Directive No. 71/162/CEE modifies **Directives Nos. 66/400/CEE, 66/404/CEE, 66/402/CEE, 66/403/CEE, 69/208/CEE** and **70/458/CEE** concerning the marketing of beet seeds, forage plant seeds, seed grain, seed potatoes, oil and fibre plant seeds and vegetable seeds respectively (*Journal Officiel* No. L87 dated April 17, 1971).

The *Journal Officiel* No. C37 dated April 20, 1971 contains the text of a Proposed Regulation establishing a system of aid for cotton seeds. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

Live plants and products of the flower-growing industry

Regulation (CEE) No. 801/71 authorizes Member States to take measures derogating from certain provisions specified by **Regulation (CEE) No. 316/68** fixing the quality standards for fresh cut flowers and foliage (*Journal Officiel* No. L88 dated April 20, 1971).

Regulation (CEE) No. 802/71 modifies **Regulation (CEE) No. 316/68** referred to above (*Journal Officiel* No. L88 dated April 20, 1971).

Fisheries

The *Journal Officiel* No. C37 dated April 20, 1971 contains the text of a Proposed Regulation relating to the system applicable to fish products originating in the Association of African and Malagasy States or Overseas Countries and Territories. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

Hops

The *Journal Officiel* No. C37 dated April 20, 1971 contains the texts of two Proposed Regulations as follows:

1. Proposed Regulation establishing a common organization of the markets in the hops sector.
2. Proposed Regulation relating to certificates of origin for hops as specified by Article 2 of the Proposed Regulation referred to above.

It should be noted that the texts of these Regulations, when finally approved, may differ from the draft texts referred to above.

EDB Ext. 7174, 408

COMMON CUSTOMS TARIFF: The *Journal Officiel des Communautés Européennes* No. L92 dated April 24, 1971 contains the text of **Regulation (CEE) No. 847/71** relating to the classification of goods under Common Customs Tariff Heading No. 12.04 A II (dried or powdered sugar beet). The French text of the Regulation may be seen on application.

EDB Ext. 7174, 408

IMPORTS FROM NON-MEMBER COUNTRIES: Announcements were published in *Trade and Industry* dated December 23, 1970 (page 563), March 17, 1971 (page 618), April 7, 1971 (pages 57/9) and April 28, 1971 (page 213) about the publication in the *Journal Officiel des Communautés Européennes*, of details of goods which under Article 115 of the Treaty of Rome, do not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate. The *Journal Officiel* No. L88 dated April 20, 1971 contains the text of **Decision No. 71/165/CEE** authorizing Belgium, Luxembourg and the Netherlands to exclude from Community treatment certain cotton textiles (Common Customs Tariff No. ex 55.09) originating in Japan and freely circulating in the other Member States. The French text of the Decision may be seen on application.

EDB Ext. 7174, 408

HARMONIZATION OF LEGISLATION: The *Journal Officiel des Communautés Européennes* No. L87 dated April 17, 1971 contains the text of **Directive No. 71/160/CEE** modifying, for the sixth time, the Directive of November 5, 1963 relating to the harmonization of Member States' legislation concerning preservatives which may be used in foodstuffs intended for human consumption. The French texts of the Directives may be seen on application.

CRE Ext. 2354/5

TRANSPORT IN THE EEC: The *Journal Officiel des Communautés Européennes* No. C37 dated April 20, 1971 contains the text of a Proposed Regulation to modify certain provisions of **Regulation (CEE) No. 543/69** relating to the harmonization of certain provisions for social matters in the sphere of road transport. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above. The French text of the Proposed Regulation may be seen on application.

CRE Ext. 2354/5

Italy

POLYETHYLENE CONTAINERS FOR MINERAL OILS: The Italian *Gazzetta Officiale* of April 7 published a Ministerial Decree stating that polyethylene has now been added to the list of materials which may be used in the manufacture of containers intended for storing, production or transport of mineral oils or their derivatives.

(*Continued on next page*)

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ITALY, *continued*

Polyethylene only of a high density of not less than 0.941 is permitted. The use of portable containers is restricted for mineral oils and derivatives with a maximum inflammability point of 21 degrees centigrade. Copy of the Italian text of the notice may be seen on application.

EDB Ext. 466, 467, 408

Spain

CUSTOMS TARIFF – PETROCHEMICAL PRODUCTS: Notice was given in *Trade and Industry* dated January 20 (page 144), of temporary amendments to the Spanish customs tariff on the following petrochemical products, valid until March 31. The Spanish *State Gazette* of April 17 announced that the period of validity has been extended to June 30, 1971.

Tariff heading	Description	Duty
29.01-A 1	Butadiene	Nil
29.01-B 4	Ethylbenzene	9·5%
29.01-B 5	Styrene	5·2%
29.04-B 2	Mono propylene glycol	5·2%
29.08-D	Ethylene glycol	4·5%
29.08-G	Dipropylene-glycol	13%
29.09-B	Propyleneoxide	13%
29.15-D 1	Dimethyl-terphthalate	Nil
29.22-A 4	Hexamethylenediamine monomer adipate	Nil
29.27-B	Acrylonitrile (monomer)	Nil
29.35-G	Caprolactame	Nil
39.01-E 1	Hexamethylene-diamine adipate polymers	11·5%
39.01-E 2	Other polyamides	11·5%
39.01-G	Ethylene-glycol polyterphthalate	4·5%
39.01-H	Liquid products of polyaddition alkyds oxides (other than polyethylene-glycols) excluding polyaddition-polycondensation products	Nil
39.02-C 1	Styrene polymers and copolymers, in form of liquid paste, blocks, lumps, powders, granules, flakes and similar bulk forms	23·5%
39.02-G 1	Acrylonitrile copolymers	Nil
39.02-H 1	Polyvinyl-butyral and polyvinyl-formal	Nil

EDB Ext. 460, 462

Romania

FOREIGN TRADE LAW: A new Foreign Trade Law has been published by the Romanian Government which sets out the new organization of Romania's foreign trade activity and the principles on which it will be carried out. A separate Law has been published about the authorization and functioning of agencies and representatives of foreign firms in Romania.

CRE Ext. 2266/7

Syria

IMPORT REGULATIONS: It has been confirmed that new Syrian import licensing regulations were issued on January 23, 1971, which were subsequently amended on February 14 and 15. Under these regulations import licenses may be issued in a number of circumstances including the following:

(a) Goods imported by the private sector on credit terms of not less than 360 days from receipt of documents.
(b) Raw materials for industry imported on credit terms of not less than 180 days from receipt of documents.

No further information is available at present.

EDB Ext. 420, 475

Go Plant of Wolverhampton, in association with CIF International of Copenhagen, has secured contracts to provide a road sweeping service for municipal authorities in Denmark using British machines. This could lead not only to a new kind of invisible earnings but also to sales of the vehicles used. The picture shows the Johnson Bros.' large sweeper with vacuum equipment and the small sweeper for pedestrian precincts, pavements and estate roads made by Blaw Knox, in the British Embassy forecourt in Copenhagen.

Lebanon

IMPORT RESTRICTIONS ON EGGS: Under the terms of a recent decision issued by the Lebanese Minister of Agriculture, the import of eggs into the Lebanon remains prohibited, but eggs may be imported in transit through the Free Zone subject to certain conditions.

EDB Ext. 420, 475

Ghana

VARIATION OF RATES OF SURCHARGE: In the *Board of Trade Journal* of March 7, 1969 (page 724) details were given of a special surcharge in respect of goods imported into Ghana. A notice of variation of rates of surcharge under Section 6 of the Temporary Surcharge on Imported Goods Act, 1970 (Act 343) has been announced by the Minister of Finance in the Ghana *Commercial and Industrial Bulletin* No. 22 of April 5, whereby the 25 per cent temporary surcharge in respect of the following items has been revoked with effect from April 3:

Statistical Number	Description
732-180	Land Rovers and jeeps
732-200	Buses and coaches
732-360 / 732-370	Trucks and lorries
732-710	Chassis with engine mounted, for buses and coaches
732-730	Chassis with engine mounted, for trucks and lorries

EDB Ext. 471/2/3

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Chad

MODIFICATIONS OF CUSTOM AND IMPORT DUTIES AND CREATION OF INTERNAL CONSUMPTION TAX: The law No. 62/F of December 31, 1970, announced the following modifications to Chad customs and import duties, and the creation of an internal consumption tax.

Customs duties

The rate of the customs duties which are more than 10 per cent have been lowered in the following countries:

Rate of 30 per cent reduced to 20 per cent
Rate of 25 per cent reduced to 15 per cent
Rate of 20 per cent reduced to 10 per cent
Rate of 15 per cent reduced to 10 per cent
Rates equal to, or less than 10 per cent have not been altered.

Fiscal duties

The amount of the import duty on each of the following products has been increased due to the incorporation of the complementary tax previously applicable. The items affected by this change are foodstuffs, fruit and vegetables, wines and spirits, smoking tobacco and cigarettes, films and articles of plastic.

Creation of an internal consumption tax

An internal consumption tax has been introduced on entry into Chad at a rate of 10 per cent. This tax, levied on the C.A.F. value of the merchandise, does not take into account the calculation of the turnover tax. It is applicable to products imported into Chad with the exception of the following products:

Tariff position	Description
11.01	Flour of wheat or of meslin
27.10	Petroleum and shale oils, other than crude; preparations not elsewhere specified or included, containing not less than 70 per cent by weight of petroleum or shale oils, these oils being the basic constituents of the preparations
Chapter 31	Fertilizers
48.01	Newspaper and other papers for newspapers and periodical publications
49.01	Printed books, booklets, brochures, pamphlets and leaflets
49.02	Newspapers, journals and periodicals, whether or not illustrated
49.03	Children's picture books and painting books
49.04	Music, printed or in manuscript, whether or not bound or illustrated
49.05	Maps and hydrographic and similar charts of all kinds, including atlases, wall maps and topographical plans, printed, printed globes (terrestrial or celestial)
49.06	Plans and drawings, for industrial, architectural, engineering, commercial or similar purposes, whether original or reproductions on sensitized paper; manuscripts and typescripts
49.07	Unused postage, revenue and similar stamps of current or new issue in the country to which they are destined; stamp-impressed paper; banknotes, stock, share and bond certificates and similar documents of title, cheque-books
57.10	Woven fabrics of jute destined for packing in cotton or exportation
Chapter 72	Coins
84.06	Engines for aircraft their parts and detachable pieces
84.17	Medico-surgical sterilizing apparatus, including sterilizing receptacles
84.36 & 84.38	Machines for cotton, their detachable pieces and accessories
87.08	Tanks and other armoured fighting vehicles, motorized, whether or not fitted with weapons, and parts of such vehicles
87.11	Invalid carriages, fitted with means of mechanical propulsion (motorized or not)
87.12	Parts and accessories of artices falling within heading No. 87.11
Chapter 88	Aircraft and parts thereof
90.17	Medical, dental surgical and veterinary instruments and appliances (including electro-medical apparatus and opthalmic instruments)
90.18	Mechano-therapy appliances; massage apparatus; psychological aptitude testing apparatus, artificial respiration, ozone therapy, oxygen-therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirations)
90.19	Orthopaedic appliances, surgical belts, trusses and the like; artificial limbs, eyes, teeth and other artificial parts of the body, deaf aids; splints and other fracture appliances
90.20	X-ray apparatus
90.21	Instruments, apparatus or models, designed solely for demonstrational purposes

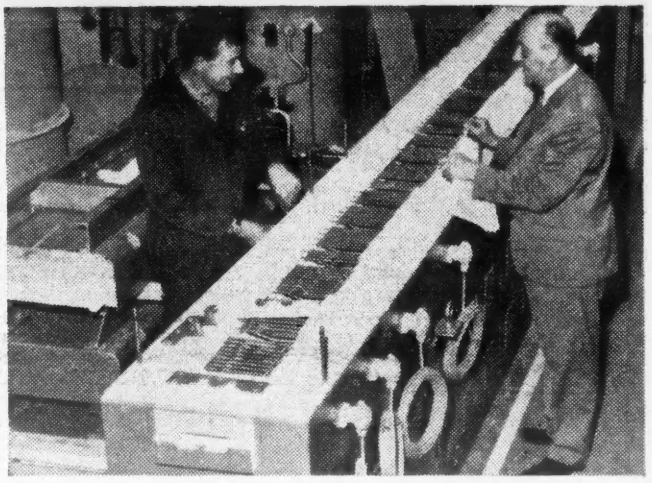
This law came into force on January 1, 1971.

EDB Ext. 471/2/3

Ivory Coast

IMPORT OF CERTAIN CHEMICAL FERTILIZERS: Ivory Coast decree of February 1, 1971, announce that chemical fertilizers under tariff position 31.02, 31.03 and 31.05 may not be imported into the Ivory Coast without prior authorization. The importation of ferti lizers containing crude potassium, tariff position 31.08 and 31.04 remains free. The application for authorization of importation must be accompanied by all relevant documents relating to the origin, supplier, tonnage, the price, cost and freight or the cost, insurance anp freight.

EDB Ext. 471/2/3



Wild Barfield Process Heating Division, Watford, are to supply heat-treatment plant to equip a Tunisian factory for the production of safety razor blades. Picture shows Mr. Ron Foster (works superintendent, Wild Barfield) right, inspecting the twin-strip hardening and tempering furnace during the final stages of assembly at the Company's Watford plant.

Congo Brazzaville

TAX ON IMPORTED FRUITS AND VEGETABLES: The rate of the Congo Brazzaville tax on imported agricultural products (frluit and vegetables) has been fixed at 10F.CFA per kilo. This tax, which applies to all establishments within the urban perimeter of the Pointe-Noire commune will be collected monthly by the Customs.

EDB Ext. 471/2/3

Kenya

EXCHANGE CONTROL: Legal Notice No. 55 of 1971 published in the Kenya *Gazette Supplement* of March 26, prohibits, with effect from March 23, the import and export of Kenyan currency. This amendment took the form of annulling all exceptions to the requirement for seeking permission for the import into Kenya and the export from Kenya of notes which were or had at any time been legal tender in Kenya, Tanzania and Uganda. Local currency may not now be used on international flights in and out of Nairobi and any Kenyan currency in the possession of travellers will be confiscated at the port of exit or entry.

CRE Ext. 2226

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 524, published in the South African *Government Gazette* of April 23, contains applications to the Board of Trade and Industries for increases in duty on the following:

1. Buttons of metal (covered or uncovered), other than kinds

(*Continued on next page*)

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worn on blazers or uniforms, from free of duty to 15 per cent *ad valorem*.

2. Woven fabrics of cellulosic fibres (continuous and discontinuous), in a jacquard weave, of a weight per sq. yard of 5 ounces or more and of a value for duty purposes per sq. yard of 40c or more, from 10 per cent *ad valorem* or 15c per sq. yard (general) and 10 per cent *ad valorem* or 12c per sq. yard (MFN) to 25 per cent *ad valorem* or 40c per sq. yard less 40 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Division.

CRE Ext. 2274

PROCUREMENT BOARD FOR BANTU AUTHORITIES: The South African *Government Gazette* of December 11, published notices concerning the setting up of the Bantu Authorities Procurement and Disposal Board and the Regulations governing the Board's activities. From January 1, 1971, the Board has had the power to procure supplies and services and to dispose of stores and other property for the following territorial authorities:

Basotho ba Borwa Territorial Authority
Askeian Territorial Authority
Lebowa Territorial Authority
Matshangana Territorial Authority
Tswana Territorial Authority
Venda Territorial Authority
Legislative Council

Copies of the notices (Nos. R 321, 1970 and R 2258) may be seen on application.

EDB Ext. 471/2/3

Pakistan

IMPORT POLICY: The Pakistan Government has announced a major revision of the Import Policy for the period January to June 1971. The changes are:

(1) the transfer of a number of items from the Licensable List to the Cash-Cum-Bonus List, which will be suspended until June 30, with the exception of imports under the Raw Material Replenishment Scheme and 36 items which will be imported exclusively for East Pakistan;
(2) a ban on the import of 46 items.

No other details are available at present. A second notice will be published as soon as further information is received.

EDB Ext. 420, 475

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IN THIS SECTION COUNTRIES ARE GROUPED BY CONTINENTS AS FAR AS POSSIBLE. AN ALPHABETICAL LIST OF COUNTRIES MENTIONED APPEARS ON THE CONTENTS PAGE.

Japan

FOOD AND FOOD PACKAGING REGULATIONS: The Japanese Government has recently announced that the following will be removed from the list of permitted additives for food for sale in Japan with effect from September, 1971.

Potassium Sulphite
Potassium Permanganate
Cumarin and its derivatives
Chloramine B
Chloramine T
Food Red No. 103 (Eosine)
Sodium Sorbate
Potassium Iron Chlorophyllin
Potassium Copper Chlorophyllin
Butyl p-Hydroxybenzoate
Halazone
Cupric Sulphate
Brominated oil

Diphenyl and DL-D-Tochphelol will be added to the authorized list from that date. It should be noted that it is prohibited to sell in Japan any apparatus or container-packages containing any additive not included in the authorized list. This applies to immediatte wrappings of foodstuffs, packaging, paper napkins and other paper tableware.

The Fair Trade Commission has recently announced new regulations on the descriptions of contents which can be used on labels of fruit juice for retail sale. These regulations will come into force on September 5, 1971, and are as follows:

(a) Products containing 10 per cent or more fruit juice must have an indication to this effect on the label, in units of the nearest 10 per cent.
(b) Products containing less than 10 per cent fruit juice shall be labelled 'fruit juice less than 10 per cent'.
(c) Products which are diluted before use shall be labelled as in (a) or (b) above, although the percentage of fruit juice content is to be stated in terms of the percentage content after the product has been diluted according to the dilution instructions on the label.
(d) Products which contain no fruit juice and a small content of artificial flavouring should be labelled to this effect. Such products should not use pictures of fruit on the labels.

The Fair Trade Commisssion has also produced rulings on biscuits and cheese due to come into force on October 1, 1971.

(a) Biscuits may not be labelled as 'Milk biscuits' unless they contain 5 per milk, 2.5 per cent butter and 5 per cent cheese, all in terms of weight.
(b) Cheese. Hitherto, most cheese on sale in Japan has simply been labelled 'cheese', but henceforward descriptions must be drawn up in the following way:
'Natural Cheese' is to be used for cheese products through the natural fermentation of milk and cream.
'Processed Cheese' is to be used for cheese manufactured through the blending of two or more types of natural cheese with a milk content of 40 per cent or above.
'Cheese Food' is to be used for foodstuffs with a cheese content of 51 per cent or above, in which the vegetable fat content must not exceed 10 per cent.

If cheese is to be given a description which indicates that it comes from a particular country, no less than 75 per cent of the cheese content must be from the country in question.

Use of crystal glass bottles for alcoholic beverages

There have been a number of articles in the Japanese Press recently about Government concern over the use of crystal glass bottles for alcoholic beverages on retail sale in view of a tendency for crystal glass to discharge lead when it comes into contact with alcohol. Although no ban has as yet been imposed on the use of crystal glass bottles, the Ministry of Health and Welfare has informed local liquor manufacturers and importers that they are currently looking into this problem, and have advised them to stop using crystal glass for bottling. They are at present conducting tests to discover whether or not any standard can be set for a safe lead content in crystal glass and hope to reach a decision in May or June.

A complete list of food additives permitted in Japan may be obtained on application.

EDB Ext. 420, 475

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Thailand

IMPORT POLICY: The Thai Ministry of Economic Affairs has announced that with effect from March 24, 1971, monosodium glutamate may not be imported into Thailand without a special permit, except where the commodity was loaded at its source of origin for shipment to Thailand prior to that date.

EDB Ext. 401, 468, 469

South Vietnam

IMPORT DEPOSITS: Details of commodities authorized for import into Vietnam during the first and second quarters of 1971 showing the rate of import deposit applicable to each commodity is now available in the Department of Trade and Industry.

EDB Ext. 420, 475

New Zealand

CUSTOMS TARIFF INQUIRY – IMPORT DUTIES AFFECTING EXCAVATORS: At the New Zealand Public Inquiry into the question of import duties and import licensing affecting excavators (Ex Tariff Item 84.23.04) which was notified in the *Board of Trade Journal* of September 16, 1970 (page 613), only one New Zealand manufacturer gave evidence. The Tariff and Development Board has since been informed that other New Zealand manufacturers who wish their views on this question to be considered by the Board did not participate in the Public Inquiry because of misunderstanding. The Board has decided, therefore, that in this case it will, for the purpose of taking additional evidence, re-open the Public Inquiry in Wellington on Monday, July 12, 1971, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Monday, June 28, 1971. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401 468, 469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division, Reference CRE 819/69.

CRE Ext. 2321

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

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Australia

TARIFF BOARD (DUMPING) INQUIRY ON SHOTGUN AND RIM-FIRE CARTRIDGES: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether shotgun and rim-fire cartridges – tariff item 93.07.190 – have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

Interim anti-dumping action in the form of cash securities has been imposed on the goods concerned exported to Australia on and after May 7, 1971.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than May 26, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, Department of Trade and Industry; Reference No. CRE 952/71.

CRE Ext. 2318/9

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Venezuela

DEFINITION OF REFRACTORY GLASSWARE: Venezuelan Ministry of Finance Resolution No. 3 of April 7, 1971, defines Tariff item 665-02-01, refractory glassware, for the purposes of the Venezuelan import tariff. The definition reads as follows:

'Under this classification (665-02-01) refractory glass is considered to be that manufactured with borosilicate glass or with a content of 96 per cent or more of silicate, giving its lowest coefficient of expansion and possessing properties of resistance to heat and sharp changes of temperature. In consequence the following shall not be treated as refractory glass: thermic or thermic-resistant glass without borosilicate or containing less than 96 per cent of silicate, which shall be considered as ordinary or hardened glass. The importation of the articles to which this number refers is subject to prior classification by the Ministry of Finance after submission of a sample of the article intended for import together with a laboratory analysis.'

BAN ON IMPORT OF RACE HORSES: The Venezuelan Ministry of Agriculture and stock rearing resolution number GAN0060 has placed an embargo on the importation of pure blood race horses. When, however, the local demand for foreign race horses seems justified, the Ministry of Agriculture will determine a quota for their importation.

EDB Ext. 474, 476, 7312

Brazil

FREIGHT INSURANCE: Brazilian Resolution No. 3/71 of the National Private Insurance Council establishes that freight insurance for imports must be carried out by insurance companies established in Brazil. In certain cases, however, the Brazilian Reinsurance Institute may authorize the placing of insurance in whole or in part abroad. The measure does not apply to insurances regulated by contracts or agreements already in force. A translation of the Resolution may be obtained on application.

CRE Ext. 2293

Chile

AMENDMENTS TO IMPORT TARIFF: The following amendments have been made to the Chilean Import Tariff:

Tariff No.	Description	Unit	Rates of Duty: Gold Pesos	Rates of Duty: *Ad val.* cif
15.08.02	Epoxidized animal and vegetable oils	K.G.	4·00	90%
83.01.01.09	Locks (other than for safes or vehicles)	K.G.	5·00	200%

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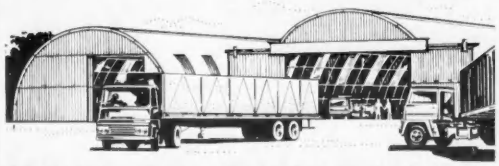

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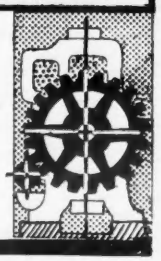

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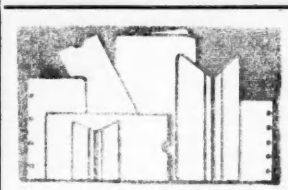

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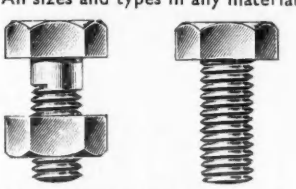

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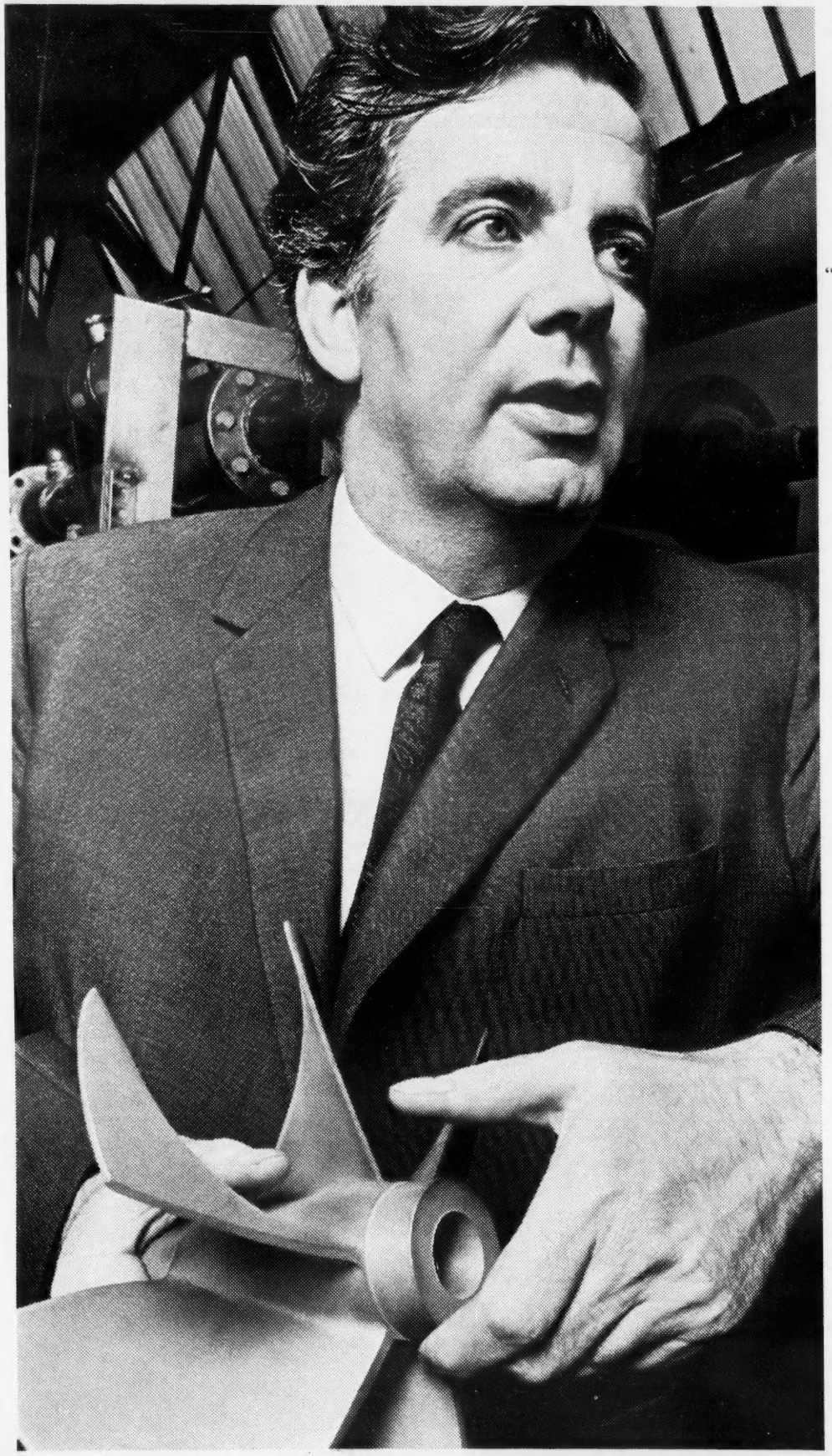

Cheap cover helps exports flow.

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Planned prospects for Mr R.N's company are a 70% growth rate, a new factory in Hampshire, a new subsidiary in Düsseldorf added to one already set up in Dallas. "With the home market up and down like a fiddler's elbow, major growth must come from exports," he says. If you agree, talk this week to your local ECGD Manager.

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